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TRADE, COMMERCE AND INDUSTRIES.

1883-4.

MANUFACTURING ADVANTAGES, BUSINESS AND TRANSPORTATION FACILITIES.

TOGETHER WITH

SKETCHES OF THE PRINCIPAL BUSINESS HOUSES AND MANUFACTURING CONCERNS

IN THE

"GULF CITY."

HISTORICAL AND DESCRIPTIVE REVIEW.

BY JNO. E. LAND,

AUTHOR OF "CHICAGO, THE FUTURE METROPOLIS OF THE NEW WORLD." "ST. LOUIS, HER TRADE, COMMERCE AND MANUFACTURES." MILWAUKEE, HER TRADE, COMMERCE AND MANUFACTURES." "PEN ILLUSTRATIONS OF NEW ORLEANS." "INDUSTRIES OF ST. PAUL." "INDUSTRIES OF INDIANAPOLIS." "INDUSTRIES OF WHEELING." "INDUSTRIES OF PEORIA." "INDUSTRIES OF EVANSVILLE." "CHARLESTON, S. C., HER TRADE, COMMERCE AND INDUSTRIES." AND MANY OTHER WORKS ON THE INDUSTRIAL GROWTH OF AMERICAN CITIES.

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PUBLISHER'S NOTICE.

The present publication is offered to the public as a brief outline of the resources, business and industrial advantages of Mobile. As the chief city of Alabama, with the advantages of its situation as to water and railway transportation, and the inexhaustible wealth of natural resources of almost every description that are directly tributary to this city, we have endeavored to show that it possesses all the conditions necessary for becoming one of the greatest commercial and manufacturing centres of the South. At any rate, we think a careful perusal of these pages will convince any one that Mobile has an unusually bright future before it as an important business and industrial centre.

We have also reviewed briefly the business of the city, its retail and wholesale trade, and the products of its manufactures, from which some idea may be formed as to the progress it is making in material development.

Beyond this review will be found a series of special sketches of the leading business firms and manufacturing establishments, giving the nature of their business, their facilities for trade or the industries, etc., etc. These, it is believed, will be of special value in spreading abroad a more direct and exact knowledge of the nature and character of our leading lines of trade and the manufactures.

The object of this work is both to benefit the present business of the city, by making known throughout the South the fact that most lines of goods can be sold here as cheaply as at any other wholesale point in this section, and also to attract additional population and wealth here by showing that many of the principal lines of trade and manufactures can be carried on at this place, by reason of local and general advantages as to facilities for business and supplies of raw material, with better profits than are usually realized at other points. Having endeavored faithfully to perform this work, at least to the best of our ability, we have every reason to hope that the result of its publication will not entirely disappoint our expectation as to the effect it will have.

In conclusion we desire to thank the business men of Mobile for the liberal patronage they have extended to the present publication. We also acknowledge our obligations to Mr. W. J. Hearin, chairman, and to the joint committee of the Mobile Board of Trade and Mobile Cotton Exchange, and to the press of the city.

JNO. E. LAND,

April 1, 1884. PUBLISHER.

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See Page 64.

MOBILE:

Her Commerce and Manufactures.

COMMERCE—ITS INFLUENCE AND POWER.

COMMERCE is king, says Carlyle, the great English philosopher and political economist, the truth of which can but be admitted by all men, for it is the great power next to Christianity which holds in check the ambition and passions of nations. It develops agriculture and manufactures ; stimulates the construction of railroads, canals and other industrial enterprises ; increases population by affording it employment ; promotes the growth of great cities ; encourages and fosters the arts and sciences, and does everything to strengthen the bonds of man's brotherhood. Without commerce our great forests and almost illimitable fields would have remained in idleness; for unless the products of man and man be brought together in barter and exchange, indigence, barbarism and social declension are unavoidable. Trade is an instinct of the animal man, and unless there be opportunity for its indulgence, he sinks to the level of the other animals. Well has it been said to be the " Golden Girdle of the Globe ; " and referring to its achievements the poet has beautifully declared :

" Her daughters have their dowers
From spoils of nations, and the exhaustless East
Pours in her lap all gems in sparkling showers."

Without commerce what would be our great cities and towns ? Simply silent communities of living dead people. Take away the music of machinery, the presence of the railroad, the activity of shipping, the rattling roll of wagons, drays and carts, the busy hurrying to and fro of hundreds and thousands mixing, commingling in the turbulence of trade, and what would be the result ? Silence deeper than death and ruder than discord would pervade everything. A nameless inactivity would curdle the blood of everyone, for what is more miserable to contemplate than a community of unemployed people? Where would be the need of your splendid warehouses, and your elegant and costly salesrooms? Temples, minus their presiding deity—minus Commerce, the *genius loci.* Adipose and sapient seniors, dapper and business-like juniors ; figure-wise accountants ; lively, pushing salesmen and bronzed and stalwart porters, all dispensed with—" Othello's occupation gone." We will not contemplate the change, for Carlyle was right—" Commerce is King."

We may mark the progress of nations in revealed facts, not by their glorious conquests of arms, not by their feats of valor, not by the lands they have overcome and the thrones they have made subservient to their own superior force, but by the extension of that great civilizer, commerce, into the boundaries of the conquered provinces. Science and Art and Literature are but the handmaidens of Trade, for were it not for its incalculable aid the " monuments of human grandeur " would not only perish, but indeed would never have had their birth. We may draw an instance in the Roman Empire, a dominion whose history, more or less, is familiar to everyone. Do we find her most stable successes when the swords of her Cæsars, her Pompeys and her Scipios, like the lurid course of the meteor swept the sky of humanity, or when the

torches of her advancing legions were glaring in the hands of her enemies? No; but when she carried her trade, her arts and her sciences with her arms, then do we note pacification and prosperity—for commerce is also as the sun, beneath whose broad and genial smiles the seeds of plenty germinate and blossom and fructify. Or take Britain, a still more applicable illustration. To what cause does she owe her unexampled pitch in the scale of wealth, power and civilization? Is it to military generalship or superior conquering battalions? By no means. England may, with far greater pride, boast that her success is due only to that pervading spirit of commercial activity that has marked her policy and characterized her mode, until now her provinces seem like a mighty garden strewn over with cities, palaces, villages and country seats, for she "has dotted the globe with her possessions and military posts, whose morning drum-beat, following the sun and keeping company with the hours, circles the earth daily with one continuous and unbroken strain of the martial airs of England." Nor can the United States, invincible in arms, so considered, attribute its career of enlightenment, refinement and broad, generous, uncontracted happiness, to anything other than its powerful and conquering trade and self-sustenance. By a most liberal encouragement of commerce, by prodigality in stimulation of the interchange of commodities, who will say that our nation has not become more to the present age than was Rome to the by-gone centuries when she ruled the world. The sword, then, destroys. Commerce builds up. The sword of the Roman was like the fame of Erostratus who destroyed a temple he had not the cunning to build. The commerce of the American is most God-like, for it is *creative*. Creative of happiness, of power, of influence, of inestimable good. Truly, Carlyle uttered wisdom—"COMMERCE IS KING!"

Coming, then, to consider the relation that it bears toward one of the most important sections of the Union; the development that has thus far been made of its powers; the capabilities for future extension; the facilities for its successful conduct; the natural and artificial means it employs; the auxiliaries, direct and indirect, it brings to aid it, we at once and most sensibly realize the immensity of the subject, its almost inexhaustible food for reflection, and sigh for a pen far worthier the theme.

Southern Alabama! Glorious Southern Alabama! A land rightly taking front rank among the fairest beneath the sun. A land so fertile God seems to have pronounced upon it his sweetest benediction. A climate so mildly tempered "the mock-bird has no winter in his song, no sorrow in his year." A soil so generous it gave ample competence to all who came, and afforded ability to indulge not only in those pursuits which tended to satisfy animal wants and desires, but softened into poetry the selfish passions, improved the moral and intellectual character and gave leisure for liberal studies and pursuits. Thus with that tranquility and leisure afforded by the enjoyment of accumulated riches, those speculative and elegant studies which enlarge views, purify tastes, and lift mankind higher in the scale of being were successfully prosecuted, and thus do we account for the illustrious names Alabama has furnished to the world—in law, in medicine, in divinity, in judicature, in commerce, in military science and literary accomplishments—names that enrich not only the biographical wealth of the State, but have been enrolled among the *nomina clara* of the Republic.

What land has called forth more encomia, either for its lovely climate or its fertile soil; for its mineral stores or its agricultural advantages; for its varied and picturesque landscapes, or its marvelously excellent topography; for the thrifty, industrious, enterprising spirit of its business men, or the genial, hospitable welcomings of its inhabitants, and yet scarcely the half has been told. The compliments have rarely been extravagant, more frequently under-

stating the actual facts. Indeed it is so dotted with the treasures of nature and art and the wonders of industry, that a man has only to use his eyes and he grows accomplished. Southern Alabama has a fame abroad, but no one tells the story of her latent, or even developed wealth as it is, and as it is seen by the intelligent eye on a liberal survey. And yet what marvelous changes have been wrought. Within the life of a human being the solitude of these surrounding forests was unbroken by the sound of the white man's voice. First the pioneer struggles with the Indians came, when the watch dog was stationed sentinel at the harvest field ; when the trusty fire-lock went as regularly to the field as the plow ; when the ear of the herdsman was ever on the alert, listening for sounds of danger and the silent footsteps of the stealthy foe, and when the return to his lodge at night was the occasion for recounting the perilous adventures of the day, and the rendering of thanks to the Great Father of all for His protecting mercies. Then the winding trail led from one trading post to another, where some hardy adventurer had planted himself far in advance of civilization, for the purpose of traffic and gain with the native tribes. The waters of our beautiful Bay shimmered beneath the laughing beams of a summer's sky, bearing on their bosom the red man's canoe, but they turned no ponderous water-wheel, nor contributed aught to the comfort of civilized man. Our broad acres, blooming in all the loveliness of wild and uncultured charms, presented their virgin bosoms to the sun, having wearily awaited, during the long lapse of ages, the fructifying hand of the husbandman.

Time, since then, we say has wrought many changes, not only in our social and domestic relations, but in the physical aspect of the country. The forests have been subdued, the prairies brought under cultivation, the rivers spanned with bridges, and on their gladsome breasts the "white-winged navies" ride ; cities and towns have sprung up in every quarter and the sound of the mechanic's hammer, the rattle and whir of machinery keep quick, measured time with the rumbling of wheels and the clank of engines. The spire of the church points its mute yet suggestive finger heavenward, the school and college meet us, a familiar friend in every street. Our surplus products crowd the warehouse and weigh down the car. We are no longer compelled to toil unceasingly "from early morn to dewy eve," to procure a bare subsistence, but have time for relaxation, for mental improvement, for "elegant leisure," while our tables groan with plenty and we stand erect in every presence with a feeling of competence and independence. These results have been achieved by no magical or supernatural influence ; nature has not stepped aside from her beaten track to work these changes ; no good genii have come from their hiding places to accomplish this task; no enchanter's wand has bid these structures rise; no fabled Hercules, with giant arm, has come to the aid of our pioneers. But all that is rich and beautiful around us, contributing to our sustenance and happiness, is the result of Labor! For the accomplishment of this end have the weary days and anxious nights been spent ; for this have the strong sinews been taxed to weariness; for this men have eaten the bread of carefulness.

And what has not labor accomplished? Dignified by the hand of the Infinite, it spread abroad the firmament, lit up the darkness of the space illimitable with greater and lesser lights, sent worlds on worlds careering in their orbits, fashioned hill and valley, bird and beast, humblest shrub and tiniest animalculæ, and then created man in the image of his Maker. "He spake and it was done. He commanded and it stood fast!" From that hour it has been man's destiny to live, to labor, and to die. The world has furnished no resting place for the drone. "In the sweat of thy face shalt thou eat bread," was the language of the curse, and for ages upon ages man has toiled beneath it.

But labor has had its triumphs. Wherever human foot has trod, wherever

the waves of ocean have been divided by the oaken keel, wherever tower and spire have pierced the clouds, wherever the glittering ore has been delved a thousand fathoms beneath the green earth; wherever broken column and arch, statue and vase are found; wherever palace and chapel, pagoda and pyramid, wall and moat; wherever steamship wings its way over unsounded, soundless seas; wherever the iron-horse courses his fiery advance o'er thundering track, or awakens the slumbering echoes with his snort and scream; wherever the curling smoke in plain or forest, on mountain side or deep in valley shades, indicates a human habitation; wherever the earth yields up her bounties for the comfort or sustenance of man, there are its written triumphs indelibly stamped in glorified realities. The sting of the curse has been plucked out, the antidote of perseverance applied, and pleasure extracted from its pain.

Thank Heaven, too, a new and brighter era is unfolding to our people. The shackles of force are broken and the fetters of ignorance and superstition and prejudice are falling off. The world of mind is triumphing over matter. The very elements that once carried terror to awe-stricken man are now tame in our hands and serve us at our will. In the days of the Patriarchs the women ground the corn. In the days of the wisest king the "ox of Solomon trod out the corn;" now it is accomplished by steam and as rapid as thought. In our boyhood the mail and passenger coach was drawn by slow-coach, jog-trot horse flesh; now the engineer handles the throttle valve and drives the iron monster by the concentrated powers of most wondrous elements. Our fathers navigated yon river by the might of muscle; now the boiling fluid from its own fair bosom drives the ponderous ark against the torrent, as if all the heathen gods composed the crew and sat grinning at the wheels. But few of us that do not remember the "spurred and booted" mail boy with clarion slung by his side and his budget of news. Now the harnessed lightning does the work and leaves the "express rider" to "drive the plow ahoy." We have our itinerant "eight-horse separators" threshing in the field, and close behind them comes the "itinerant" steam engine to do the same work. Soon the steam engine will be plowing as never steam plowed before. Already steam reduces manure to a fluid and sends it over the field in movable conduits. It cuts, grinds, cooks the food, and feeds the stock. All is changed and much will change. We shall see no future Burns "following his plow upon the mountain side." The peasant poet of Scotland henceforth rides on an iron horse and disturbs the quiet of golden fields with the harsh sounds of a steam whistle. Judean Boaz drives an "Improved Harvester," talks learnedly of "center draft," easy "convertibility," "wide cut" and "well-laid gavels." And as for the peaceful shepherds and gay reapers in many a fair and quiet Andalusian vale,

> "Where peace hangs tinkling in the shepherd's bell,
> And singing with the reapers,"

They oil the machinery now, or feed the thresher, or stand mute with astonishment while the "patent wool clipper" relieves the Southdown, the Cotswold and the Merino of his warm winter fleece.

> "Old times are changed, old manners gone—
> A stranger fills the Stewart's throne."

The sickle has no poetry in its curve, no grace in its motion, even the young and blushing Houri of the farm has stopped her spinning wheel, and now fingers the pearly keys of a "Knabe Grand" in some brilliant aria or operatic gem.

Intellect devises and directs. We were raised in the music of the spinning jenny and that loom of blessed memory. The children of to-day are lullabied by the symphony of the matchless sewing machine—the iron-needle wo-

man of the age, which, yoked with steam, stitches, hems and gathers, whilst mamma eagerly turns the fashion plates or follows the fortunes of some madcap "Alonzo the Brave and his Fair Imogene." Steam has turned the axeman and sawyer out of the lumber yard, and it does more than half the work of carpenters. It makes our barrel staves and shingles. In iron manufacture it is hard to say what it does not do, save that it has not disturbed the "cross-road smithy." Steam now runs ahead of the "boys" to the fire and works the "machine." "Mose" has betaken himself to rural latitudes for a "summer's siesta." Here in the city it is the dough tray and the bakery, taking in flour at the back door by the dray load and delivering the bread, baked, weighed and counted in the salesroom. It cooks, washes dishes, scours ware, washes and irons. Soon it will churn and rock the cradle. The traveling steam saw mill is sending the man of the broadax and whip-saw homeward to the "garden of Eden," to the society of "Betsy and the little ones." Lo! that same untiring steam is there already sawing his stove-wood.

It is intellect that has harnessed the elements and is working arms and muscles of iron. It is the mental man dispensing with his animality. We must be up with and equal to this new and higher position that is upon us. The mind is now the engine. We must know the laws that God has impressed upon matter. Our minds must be schooled in the sciences, or we cannot keep up with the car of progress, but must "go under." We must get out of that treadwheel cycle in which our forefathers were wont "to grunt and sweat under a weary life."

But a few more years will pass before our "short and simple annals" shall be compiled by the future historian. But a few more years will elapse before our progress shall be dwelt upon by students with that same degree of curiosity with which we have traced out the course of more ancient people. But a few more years before our descendants will wonder and laugh at the dullards of the Nineteenth Century, who lost so many opportunities and made such little advancement. We feel this every day in the children we meet, at school, at home, or on the street. Already they begin to show contempt for the beaten paths that we, their progenitors, trod. Already they are breaking the shackles of inactivity that have held us captives so long. At ten and twelve years of age they show more proficiency in learning than we did at sixteen or eighteen. They are improving upon our improvements, just as we have upon those who have gone before. The Darwinian theory, therefore, in this light does not seem so highly improbable after all. Call them "Young America," call them forward prodigies, precocious chaps, or what you will, it matters not. They are the vanguard of a grand army of improvement, who, with the advantages of our actions and all commendable precedents, will achieve conquests more brilliant than present pen can picture. Inaugurating new systems, adopting new policies, seizing our unemployed opportunities, gathering up the treasures we have never appreciated, fashioning and contriving, manufacturing joy from what we consider pain, turning what we deem as disadvantages into most propitious advantages, avoiding the lethargy that their "rude forefathers" grew sleek and fat in, making our country and their country a land which will grow in realization with all the gorgeous imaginations that the romancer employs in the dazzling creation of an eastern tale! What a happy condition will be theirs! What regality of existence!

An English writer, living some half century ago, says: "There is, I think, a kind of inexpressible pleasure in being contemporary with great men—to witness their dawn and enjoy their rising. Posterity can only echo the plaudits that attend their brightening, and in contemplating their noon, but not the wonder of those who traced them from their horizon." In some respects this

would have been a privileged condition; to have lived in the days of the kings of Israel, to have wondered at the sapience of Solomon, and heard the music of the "Royal Psalmist;" to have been a contemporary with the sightless Homer and listened to his matchless rhymes of Troy; to have enjoyed the maiden popularity of England's "myriad-minded bard;" to have beheld the ecstacy of hapless Galileo when he discovered the earth's revolution; to have rejoiced at the wondrous invention of Guttenberg and Faust; to have marveled at the genius of Watt and the philosophy of Franklin; to have lived in the days of Socrates, Plato, and Aristotle; to have helped Diogenes in "his seach for an honest man;" to have prated of acquaintance with men of virtue and glory and fame—philosophers, reformers, inventors, statesmen, generals. This would have been flattering. But who would forego witnessing the accomplished splendor of their glory? Who, if he could predestine his life, would not rather set it in that near and swift advancing future—that eventide of excellence which seems so close at hand, when terrestrial things shall have reached perfection and "earth holds jubilee a thousand years."

That insatiable spirit of man that impels to action—that ever struggling desire for a better and happier sphere, tells us that we have not fulfilled our highest destiny—that a better and a higher order of being is wanted, and is in store for us if we be true to ourselves. The riper and better geniuses of the age sigh for a better and higher development of our civilization, for a practical better day hoped for in the teachings of our religion. We wish for the reign of mental, moral and social worth, and must have it. We feel that force, chicanery and fraud should no longer govern civil society, or shape our destiny or that of the state. It is time we strike boldly for a reformation. Let productive industry take the reins of empire.

Not long since we were passing over one of our railroads in company with an intelligent gentleman from one of the "Down East States;" he was admiring our fine timber, and in ecstacies about our farms and the soil—the evidences of splendid advantage on every hand; and yet he seemed impatient to see what Yankee labor and Yankee taste could do for them; but he was almost non-believing when told of the coal and iron that underlie almost the entire state. He had thought Alabama only capable of raising cotton and a few other common-place staples. He had never learned that Alabama has not only mineral wealth, agricultural advantages, commercial and manufacturing considerations, second perhaps to none, and why? Because our people are not convinced of the power of printer's ink; because they allow their slanders and their overshadowing injuries to go uncorrected, unrefuted; because they elect too many coffee-house politicians to the legislature—third rate county court lawyers, who know nothing and do nothing, outside of the street corner school of politics; because we elevate too many of these politicians bent on legislating themselves rich by bank charters and other corporation and special privileges, and not enough of the more practical, honest, common-sense men. We are continually hearing the opinions of this class on "Third Party," on this, that or the other strictly *Political* question, as the word signifies at the present time. But who has heard a word about an effort to elevate the laboring and producing thousands, by the light of science? We have state and national institutions to make the arts of war a learned profession! and that, too, in a boasted Christian age, in the light, the brightest of the afternoon of the Nineteenth Century; but where is the State School of Science in which to improve and advance productive labor, and make the useful arts of peace positive science? We must up and into this work of inaugurating a better order of things at once. We will hear the howl and wail of the frothy clique, and of the "old fogy" who always holds back. Let such rave—'tis all they know—all they can do. That was a

severe, yet just and truthful, remark of the wag: "We want a number of first-class funerals before our country can be fully developed."

Our readers will pardon us for the introduction of matter that cannot strictly be classed as "local," and yet, we believe, in the meanwhile is of local application. A successful reasoner must at all times be able to present patent facts, or his argument is at once unmasked and disclosed as illogical and flimsy. Therefore, in this work we have unhesitatingly gathered such points of proof as best might suit us. Political economy has served us some irrefragable testimony and evidence. If, then, we are capable of presenting a system of well established and consentaneous truths, and we think it quite likely; if our investigations lead us to disclose the sources of our success in trade and wealth; if we are able to point out the means of rendering it more abundant, and can show the way of obtaining a still greater amount of both without drainage on its powers; if we demonstrate that the city of Mobile may at the same time be more populous, command greater commercial strength, and be better supplied with the necessaries of life; if we satisfactorily prove that the interests of the rich and the poor resident, or the "stranger within our gates," are founded upon broad principles of mutual benefit and by no means opposed to each other, and that all narrow and contracted rivalships and jealousies are mere folly. If from all these demonstrations it necessarily results that a multitude of evils supposed to be without remedy, may not only be said to be curable, but even easy of cure, and that we need not suffer from the pangs of inattention and unadvertised advantage, any longer than we are willing so to suffer; it must be acknowledged, then, that there are few enterprises of greater importance, few labors more deserving the attention of elevated liberal minds. This accomplished, and we shall "have done the state some service" and deserve well of the republic.

To the business man of intelligence, enterprise and thrift, we may say to the successful business man, it requires no argument to prove the great benefit to be derived from the judicious use of printer's ink. What great railroad, what great commercial or manufacturing establishment, what important business enterprise of any kind would now attempt to carry on its business without the aid of this all-important influence. The merchant who would supply himself with goods, but refuse to make any effort to let it be known that he has them for sale, that he is prepared to accommodate the public in his particular line of trade, would hardly be considered a very capable business man, or very wise in any respect. One of his first, most important duties is to see to it that his business is generally made known throughout the country in which he expects custom; that it has been found that no other means can accomplish this so well and so thoroughly as the printing press properly used. So universally is this conceded, and so generally recognized everywhere, that the expense account of no important business enterprise or establishment, is now thought to contain a more necessary and proper item than the charge for *printing*. The press, in short, has come to be an indispensable prerequisite to almost any kind of business success.

What is true in this respect as to private business, is equally true as to the growth and prosperity of towns or cities. Towns and cities prosper only by increasing and extending their business and industries, and the only way to do this is to attract constantly increasing custom to them, to their commercial and manufacturing establishments, and to induce additional capital and population to come to them and become identified with their business and industrial interests. Here, again, the press is found to be the most potent, effectual influence that can be employed. Indeed it is impossible to imagine a single reason why a business man should not employ it to advance his private interests, that does

not apply with even greater force to the necessity for its use in the advancement of the business interests, the growth and prosperity of a town or city. And if we would think strange of the merchant or manufacturer who would neglect this all-important auxiliary to success, should we think less strange of the town or city that would do the same thing? Why do trade and business come to a city? why do capital and population centre there? Because it becomes generally known that by reason of certain advantages it can accommodate the business wants of the public throughout a certain region of country, or in certain lines throughout the entire country, on better terms than can be had at other points. If it possesses some such advantages, the first duty of its citizens is to make these advantages known as generally and extensively as possible, and trade and business will come to it as naturally as the needle is drawn to the pole.

That Mobile possesses unusual advantages for an important commercial and manufacturing centre, is not only apparent from its situation and environments, but is conclusively proven by the progress it has made in recent years in those great departments of industries. But as the great dramatist says of the affairs of men, so we believe that

> "There is a tide in the affairs of *'cities,'*
> Which taken at the flood, leads on to fortune;
> Omitted all the voyage of their life
> Is bound in shallows and in miseries."

And we believe that tide in the affairs of Mobile is now at its flood, and that if we fail to take advantage of it, if we fail to put forth every energy in our power to advance the interests of the city now, "all the voyage of its life," as the verse expresses it, will be "bound in shallows and in miseries." It has reached that point in its career from which it must go forward with almost redoubled strides, or it must expect to see other places more rapidly increasing in wealth and population, go before it and attract to them trade and business that might otherwise be brought here and be made to contribute to the growth and prosperity of this city. Without doubt the next ten years will decide for all time whether Mobile is to continue to be the principal and most important city of Alabama only, or the principal city of the South. That it possesses all the advantages to become such, no one at all familiar with our surroundings and conditions will for a moment question. It therefore depends upon the enterprise and energy of our own people whether we are to realize this important future or not. If we are to put forth every effort to build up the city, our first duty is, as we have said, to attract increased business here, to attract greater population and wealth. How best to accomplish this in the light of every business man's experience, can hardly be an open question for a moment; make it known throughout the country what our superior advantages are for almost every kind of business; that by reason of these advantages business can be carried on here at less cost than elsewhere, and that we can therefore sell at lower prices, and that at the same time realize better profits; and trade will flow in upon us, and capital and population will be attracted here as naturally as the waters of our rivers are drawn to the gulf. To do this by making known, not only our superior advantages for an important commercial and manufacturing centre, as we have said, but also our present means and facilities for accommodating trade and business of almost every kind now carried on in the United States is the principal object of this publication. To do the subject even partial justice, requires far greater space than could possibly be given in any other form than that of a book or pamphlet, and as free and thorough circulation is absolutely necessary to success, we have adopted the pamphlet form.

The contents of the work will be embraced in four principal divisions. The (1) Resources, the (2) Industries, the (3) Descriptive and Historical, and the (4) Special sketches of the Leading Business Establishments of the City. The Resources will also be classed as the (1) Agricultural, (2) the Commercial, and the (3) Manufacturing. But it is unnecessary to speak further of the arrangement of the work.

RESOURCES OF MOBILE.

Very naturally and very properly, the first question an intelligent business man asks when considering the advisability of identifying his interests with a city is: What are its resources ? what are its advantages for a business centre ? If these questions can be satisfactorily answered; if it can be shown that the place possesses many and superior advantages for important lines of business, and if these advantages are made known not only to the *individual*, but to the *general public*, as they *should be*, its future is assured. Such is the sharpness of competition in almost every branch of trade and manufactures, that the slightest advantage of the individual or a city over rivals in any line, often decides the absolute pre-eminence of such person or place in that department of industry. Hence it is that we so often see an individual, and more often a city, holding the absolute command of the market as to certain classes of products or commodities. In Europe many important cities have been built up almost alone upon certain special industries, and already we have several in this country that owe their growth to particular branches of business growing out of superior local advantages.

When a city possesses superior advantages for a *diversity* of interests, as is the case with Mobile, it is only necessary to point out and call attention to its unusually favorable situation in these respects to secure a proper appreciation and utilization of them by the business industries of the country. These advantages we shall now endeavor to outline.

I. Agricultural.—A city may be built up without the direct aid of agricultural resources when it possesses other advantages to an unusually important degree; so the same may be said as to commercial and manufacturing advantages. But one of these it *must* have, and by no means the least important is the *first*. Indeed, if it have superior agricultural resources, it will, in the nature of things, be favored more or less with the other two; for, after all, agriculture furnishes nine-tenths of the raw material for manufactures, and is therefore the chief source of commercial prosperity. Besides, the nature of agriculture is such that it engages a large number of people, and is distributed over an extensive area of country; and, of course, the agriculturists have to be supplied with merchandise, thus giving the city to which they are tributary an extensive trade with them and with distant communities in the exchange of their respective commodities, and in the purchase and sale of their products. But the importance of agricultural resources to a city is too well and universally recognized to admit of further comment.

Speaking of the agricultural resources of Alabama, Gov. O'Neal, in a recent interview, said:

"The last Legislature provided for a State Commissioner of Agriculture, like our sister State of Georgia. In future, therefore, it will be possible to give to the world the exact crops and productions of the state; but just now that is impossible. I can only say that the crops this year will be fair. In consequence of the drouth the cotton crop will be below that of last year, but otherwise, with the exception of failure in some counties, the general agricultural outlook for the state is very good. There is a marked tendency toward small farms in the state. The census showed this, for while the population of Alabama in-

creased only 26 per cent. between 1870 and 1880, the number of its farms considerably more than doubled. These small farms are generally owned by those who cultivate them, and their owners are doing well and have got out of debt. On the large plantations the share system of working crops still generally prevails, although in some neighborhoods the laborers work for stated wages. Then again, the tenant system prevails in portions of the state. There is, of course, a wide difference of opinion as to which of these is the best. Cotton still continues the leading crop of the state, but farmers are beginning to recognize the importance of diversified crops, and are devoting themselves more to grain, hogs and other food products, particularly corn and oats. The credit system of cultivation still prevails on most of the large plantations, but has gone out of practice on the smaller farms.

"For unimproved land, the average price is not over $1.25 an acre; for improved land, it ranges from $1 to $40, about $5 being the average price. The state possesses no land of any kind, but the United States still holds 43,200,000 acres in the state, which is selling very rapidly, especially to the lumbermen. The government has sold more land in Alabama during the last three years than during the whole previous 20. Of the government land 400,000 acres are classed as mineral lands, and such lands were, for a long time, held for sale at high prices; but during the last session of Congress a bill was passed differently classifying these mineral lands, so that they can be sold at the ordinary rate of $1.25 an acre, thus bringing them into market, and allowing their purchase and development. The railroads also own 2,500,000 acres of land within 15 miles of their lines, which they are selling at from $1 to $3 per acre, except the mineral land."

Mr. Clive Prichard, a successful gardener and farmer near Mobile, has this to say of the advantages which this section promises and offers to the industrious farmer: "People can make money here with less labor than anywhere in the United States. This is a fact. The soil is sandy, with a clay sub-soil about a foot and a half below the surface. This soil has all the ingredients necessary to the production of crops except phosphates, and these we supply by using cotton seed meal. Properly dressed with this fertilizer, the soil produces much better than soil esteemed naturally richer. Even the best bottom land soil cannot compare in productiveness with this land after it has been fertilized.

"Then the climate is very favorable. We pay no attention to the threats of winter, but go on planting and harvesting the year around. We plant one crop, harvest it, and plant another, thus getting from three to four crops yearly from the same piece of ground. We are thus saved from failure also; for if one crop does badly, we put in the other, and can always make expenses. Drouth kills one planting, perhaps, but it is just the thing for another; there is nothing that can happen which will prevent our making some crop or other. At the North this is not so. If a farmer loses his corn crop or his wheat crop there, he is done for. He cannot make another crop before winter. Here we sow, gather, and plant, winter and summer, and the return is very valuable. There are farmers here from Ohio who say they can make ten times as much here as up in their country, and I have no dohbt that they speak the truth.

"Then again, our land drains naturally. After a heavy rain on these farms, the water sinks through the sandy soil until it reaches the clay and runs off that as off a shed into the ravines, and so quickly that within an hour the ploughman can go into the field and do a day's work. In other farming countries heavy rain puts a stop to ploughing for days at a time. Another great advantage we possess is the quantity and quality of the drinking water. It is cool, so cool that we never use ice, and is plentiful. A well twenty feet deep taps the underground fountains, and from that time on you have enough water

for yourself and whatever stock you may choose to keep. It is a great thing to have such an abundant supply of clear, cool and pure water.

"As for business, it is flourishing with us. We get our crops ready for the moment when we think the market will be most favorable. Sometimes we miss it, but not often, and what we lose on potatoes we make up in cabbages. We ship to St. Louis, Chicago, Cincinnati and elsewhere, and get very remunerative prices for our truck. Cabbages, potatoes, snap beans and tomatoes, are the chief products, while we raise corn and hay for our stock, all the vegetables we eat, besides hog meat and mutton. The most of the farmers hereabout are well to do, as well off as the people of their class in any part of the country. They have good horses and buggies; their wives have their carriages; their children go to good pay-schools, and they themselves have large cash balances in the bank. You never hear of any of these men asking favors of the bank or of the merchants. They buy for cash and get the best of everything. Now what do you think of that? And the farms will not average more than twenty acres each. Does not that speak well for the productiveness of the country?"

COMMERCIAL.

The first essential condition to the prosperity of a place is, that it must have such a situation with respect to an important region of country, and especially such a system of transportation that it can both supply the people of this region with their merchandise and handle their surplus products, intended for other markets, to better advantage to them than can be done by others. Additional to this advantage of situation are the necessary "accidents," as Serra, the pioneer economic writer, would call them, of capable business men and ample capital. To prosper, in other words, a city must have the situation and the transportation facilities to command the trade of an important region of country, and the business men qualified, both as to capacity and capital, to enforce and maintain this command. A proper consideration of these subjects, therefore, naturally separates itself into these divisions: (1) situation, (2) transportation facilities, and (3) the character of the business men in the trade.

The advantages of the situation of Mobile are so apparent, however, and the enviable character of its business men is so well known, that in considering the commercial advantages of this city, we shall but little more than mention these points, and we shall not do this so much because it is necessary, as for proper regard for the method or order of this review.

SITUATION.

Mobile is situated on Mobile Bay. Concerning her situation, we copy the following from a pamphlet by Erwin Craigheah, and published by the Joint Committee of the Board of Trade and Cotton Exchange:

"There are few cities situated so advantageously for commercial purposes as is Mobile. Like New Orleans, she sits at the gate of many rivers and many roads, facilitating the business of the interior country, and being paid in turn a moderate fee for the service rendered. Mobile river may be compared to a whip stock, and the wide-spreading tributaries, the Tombigbee, the Alabama, and their branches, to the lashes. This immense whip spreads out over the whole State of Alabama, and reaches into Mississippi on the one hand and into Georgia on the other. Radiating east, north and south are four lines of railroad, all of which are sources of wealth to the Gulf City. The Louisville and Nashville road, that vast and ever increasing corporation, extends a branch to Pensacola, and there connects with the Pensacola and Atlantic, which runs through a rich and promising country of western Florida, and brings in direct

connection with this port the business of all southern and eastern Alabama. The main stem of this Louisville and Nashville runs northeast, making tributary to Mobile the fertile region lying between this city and Montgomery. Northward runs the Mobile and Ohio road, Mobile's own railroad, which commands the great trade of eastern and central Mississippi, and brings Mobile into direct connection with Cairo, Chicago, St. Louis, and other markets of the great West. Lastly, there is the Mobile and New Orleans road, running along the lovely Mississippi Sound, and aiding the Mobile merchants in disposing of their goods to within forty miles of the metropolis of the South, the Crescent City, of Louisiana.

"Mobile always dominated this great region, but for a while, during what are called the 'dark days' of the reconstruction era, business was so disorganized and new methods were so slowly adopted, that it began to look as if the city was doomed. Rival after rival sprang into the field and divided the trade, and at length heroic measures alone could be relied upon to bring back to the Gulf City that trade and commerce which had been hers in the old days before and just after the war.

"It is pleasant to add, that these heroic efforts were made. The railroads which, with the exception of the Mobile and Ohio, worked against Mobile, were taught that the better policy is to help build up all stations and not to work for the exclusive benefit of terminal towns only. Equal rates were established, equal rights accorded, and very soon the emissaries of the Mobile merchants were scouring the interior country in search of custom. This is a matter of but a few years, yet so successful has been the effort that it is claimed and not contradicted, that the wholesale and general trade of Mobile is now of greater extent and value than before the war. All things considered, the victory has been one of magnificent proportions. Mobile's steamboats penetrate far into the interior; they take and receive goods for the distance of three or four hundred miles, while on the rail lines shipments are made and supplies delivered into Mississippi as far west as the great Father of Waters, and into Florida as far east as the capital of the Peninsular State.

"This is the work of Mobile alone and is very encouraging, but the record of progress is not complete. It remains to tell of the presentation of another seaport to the world. Not a decade ago the shore of the Gulf of Mexico had but one deep water port upon all its wide curve, and that was in the neighboring republic of Mexico. Galveston, New Orleans, Mobile and Pensacola, were closed to everything in the shape of vessels, except coasters, and very light-draught sea-going vessels, and the expense of making shipments by sea amounted to almost an embargo upon the export trade. The national government, however, took charge of the great work of improving these barred harbors, and so well has the labor progressed, that year by year has come the announcement of the opening of port after port. Last year (1882), the first stage of the work in Mobile Bay was concluded. Seventeen and eighteen feet of water was obtained, and, immediately the river in front of Mobile's wharves was filled with shipping. For years and years the vessels of Mobile anchored twenty-five miles down the bay, and every bale of cotton had to be conveyed thither by the costly process of lightering. Even the light-draught timber ships could not be loaded to their capacity at these wharves, and the better part of the cargo had to be towed twenty-five miles before it could be put aboard.

"The change has been so sudden and so complete that it seems magical. Full rigged ships and ocean steamers now come sailing up the bay and cast out their lines to the pier-heads. Business houses, the wharf lessees and owners rejoice; the sound of the hammer and saw, the thud of the pile driver are heard on every hand. The daily cry is, 'we have not room enough! more wharves

we must have, more wharves!' It is indeed a croaker who cannot see in all this the march of natural progress. There is no man wise enough to define the limits of Mobile's hastening prosperity."

It is hardly necessary to repeat that Mobile is without a rival in this entire section of the country, and unless something contrary to any reasonable expectation happens to cripple the prosperity of the city, it will continue to hold the trade along the rivers tributary to her, and as the country settles up, this trade will double and treble, and with the monopoly almost of the entire business of this territory, Mobile can hardly escape becoming a great city.

SYSTEMS OF TRANSPORTATION.

We use the word "systems," the *plural*, in this rubric, because Mobile possesses both a railway and a water system of transportation, and each so important as to demand special attention and notice. Indeed, all things considered, there is probably no city in the South more highly favored with respect to its systems of transportation. These we shall consider separately.

MOBILE AND OHIO RAILWAY.

It has been said that civilization is the architect of great cities. If civilization is the architect, it may with equal truth be said that railroads are the builders. If civilization designs, railroads execute. For without railroads, in modern times at least, even the hope of a city is impossible. In this country railroads have more to do with the growth and development of cities than any other cause—than perhaps all other causes combined. How many instances, in our own recollection, can we mention when growing, prosperous towns, promising every other favorable condition to become important cities, have been killed outright by railroads centering a short distance from them. But great as their power to destroy, their power to create is even greater. They agree to a certain point as the base to an important system, and as if by magic a city rises out of the earth. The Union Pacific Railroad Company made Omaha the eastern base of the system; in a few years Omaha had grown from an important border town to a principal young metropolis. Foremost among the railroads to cast the die of destiny in favor of Mobile, and therefore first to whom honor is due, was the Mobile and Ohio Railway Company. The history of this great enterprise affords a striking lesson of what ability, integrity and energy may accomplish in the way of railway management. In its equipments and in all its appointments—its steel rail road-ways, its palace coaches, its handsome depots—in every particular it is more than a model railroad. "Railroads are made for the public, not the public for the railroads," seems to have been its motto from the beginning. The management have not only sought to make the road popular with those dealing directly with it, but by pursuing a broad-minded and liberal policy they have endeavored to merit and win the good opinions and the kindly disposition of the general public. The result is that there is no more popular railroad or public enterprise of any kind anywhere in the United States than is the M. & O. Railway throughout the South. The politeness and well-bred urbanity of its officers and representatives, from the rubric of the roll to the end, are remarked by all who are thrown in contact with them. With other railroad companies (to whom the public are also indebted), they have made the future of Mobile as a coming great city secure; and by multiplying our transportation facilities, they have not only afforded the people of the interior better and more accessible markets, but have added thousands of dollars to the value of every section of farming lands.

LOUISVILLE AND NASHVILLE RAILROAD.

The Louisville and Nashville route gives us another outlet to the cities of the North and West, and to intermediate points. Its main line extends to Louisville on the Ohio river. At Nashville there is a branch leading to Evansville and St. Louis, with direct connection to Chicago and other cities of the growing Northwest. The road is under excellent management and is a competing line for Mobile's northern and western business.

These railroads have given Mobile cheap and good coal, coal as good as that which cost from twelve to fourteen dollars a ton five years ago, and which now retails for five dollars and is put on board ships at four dollars. Coal will be profitably put on board vessels here at two dollars and fifty cents a ton during the next ten years. Take this fact in connection with the Isthmean canal and Eads' ship railway, and the full advantage Mobile will enjoy as the coaling port of the Gulf States is seen. This is not all. The upper portion of the state is being peopled with iron men and new furnaces are being almost daily added to the list of those already established and coining money. Whatever enriches the people of Alabama enriches Mobile, Alabama's chief city. This will not be disputed. Given a state full of energetic workers, bread winners, the cities must reap the benefits.

GENERAL REMARKS.

There are numerous projected railroads throughout the state and the completion of many of them will give an impetus to the trade of Mobile. No inducements can be held out to railroads by the state. Any loan of the credit of the state, or of any city, county or town of the state, is prohibited by the constitution. Originally valuable assistance was granted the railroads by the United States in the way of land grants. Railroad building was carried on briskly in Alabama, both before and since the war, and the state now possesses about 2,000 miles of road. The Georgia Pacific Railroad, crossing the state from east to west, will be completed probably by the end of the year. From the east cars will run into Birmingham over it by December 1, next. From the west it is built from Columbus, Miss., through Lamar and Fayette counties, in this state, into Walker county, and a strong force is at work on the gap to Birmingham. The Selma and Greensboro Railroad, now the Cincinnati, Selma and Mobile, has been extended to Acron, on the Alabama Great Southern. Within a year the Selma and New Orleans will be extended to a junction with the Mobile Grand Trunk, and the gap in the Selma and Gulf will be filled. Work is being pushed on the East and West Railroad, from the Georgia line to Birmingham. In a few months the Anniston and Atlantic road will be completed from Anniston, at the crossing of the East Tennessee, Virginia and Georgia and the Georgia Pacific, to Goodwater, the present terminus of the Columbus and Western- -50 miles. The roads now in the state are valued for taxation at nearly $20,000,000, and their real value is at least $30,000,000. Four years ago their taxable value was about $10.000,000. There is no regular rate of passenger fare in the state, the rate varying from three to five cents per mile. The state has not in terms fixed the charges of the railway companies, but has provided for such limitation through the board of railroad commissioners, who are charged with the duty of supervising the railways.

WATER TRANSPORTATION.

For a time after the introduction of railroads it was thought they would eventually supersede inland navigation—would practically render it a thing of the past. But experience has shown that that was a great mistake; and now the great question of the time is not so much—What is the future of inland

navigation? as, What is the future of railroad transportation? Forty years' experience with railroads has shown that they cannot, by any possible economy in management, carry freight for much less than from two to three times the cost of carriage by water, and unless this can be remedied by some scientific discovery or improvement, which now seems so far out of the range of possibility as not even to be hinted at, it must eventually prove decisive against them as to the great bulk of the carrying business. As competition increases in trade and manufactures, as it becomes closer and sharper, the difference between the cost of freights by rail and by water, will force transportation to the water-routes wherever they are available, and where they are not the business interests of such districts will demand that they be made, by the improvement, the digging of canals, etc.

Already in Europe it is found that an important city cannot exist off of a navigable water-route; this because its industries, taxed by the high tariffs of the railroads, cannot compete with their more fortunate rivals. There, as here, the railroad fever for a time took possession of everybody. The interior waterways—the rivers and canals—were neglected or abandoned; in fact, in many instances the canals were bought up by the railroads, the more certainly to destroy them. In the meantime those places or districts on navigable waters have gone on prospering and extending their business and steadily improving and increasing their industries; while other points not favored by water transportation have either retrograded or by no means kept pace with the progress of the times. And now the cry is going up in Great Britain, as heard in the Edinburgh *Review* of recent date, and in other organs of thought and intelligence of the country, for a re-opening of the canals and the construction of new ones, or the whole interior of the Islands will be ruined; and it is said that unless this is done, the burdens which the tariffs of the railroads impose upon the industries of the country will destroy its pre-eminence as the business and industrial center of the world. Instances are given where manufactures, and other interests requiring heavy freights, are being driven out of the interior counties by thousands because they cannot exist off of water transportation; and the government is called upon to improve the rivers and construct canals to all the great mining centers, so that the prosperity of its more important interests may not be crushed by the burdens imposed upon them by the railroads—this, too, in the face of the fact that the railroads are now, and for some time past have been, carrying the heavy freights at an actual loss.

Other European countries are passing, or have passed, through similar experience. In Belgium, one of the greatest manufacturing countries on the continent, considering its extent, etc., it was found impossible to pay the rates of transportation required by the railroads. The result was its canal system was extended and improved, and resort was had to it. Finally, the railroads, being forced to compete with the canals, were compelled to reduce their rates until now they are not paying running expenses, to say nothing of dividends and the like. There competition in all important industries is reduced to the fraction of a cent, and we are rapidly approaching the same condition, and when that becomes the case here, the railroads will have to go to the wall. When competition is close and sharp, one canal or river or lake opening up the water system of the world, is of more importance to the business interests of a place or district of country than all the railroads on the globe, from the fact that competition decides the life or death of its industries, the prosperities of its industries makes the prosperity of the place, and cheap transportation makes the prosperity of its industries possible.

France was quick to see the true nature of the transportation problem. Her business interests saw at a glance that if they paid seven mills a mile per

ton for freight by railroad, which could be carried by water for three or four mills a mile, it was an unnecessary, unbusiness-like outlay, that must in the end prove disastrous to them. Hence they vigorously pushed forward, and are now completing the grandest canal system the world ever saw. When completed it will embrace 8,800 miles of water-way, and will cost between $450,000,000 and $550,000,000. Over 7,000 miles are already completed, and the records show that the transportation of the country is flowing in upon it with wonderful rapidity.

That inland navigation is the great key to the interior transportation question the most unwilling are now frank to admit. Everywhere this is manifest by the vigor and zeal with which improvements of water-routes are being pushed forward, not only in Europe, but in this country. A short time ago the people of New York voted, by an almost unanimous ballot, to make their canals *free;* and from year to year the river and harbor bills increase to figures never dreamed of before. Those places on interior water-ways have just cause to congratulate themselves, but the time is not far distant when the great sections without rivers or lakes will demand canals as they have done, and are still doing, in Europe, for it will soon become a question of life and death with them, and the canals will have to be made. Our agricultural interests will demand it to move their crops—all interests will demand it. To illustrate: From Chicago to New York by rail is a little over 900 miles, by lake and canal something over 1,600, yet the mean grain rate by the former route is $5.20 per ton, while by the latter it is but $2.75; or in other words, the mileage rate per ton by rail is about six mills, while by lake and canal it is about two mills, or two-thirds less. And it should be borne in mind too, in connection with this, that of the lake and canal route, while the lakes extend by far over half of the distance, the canal charges constitute over half of the lake and canal rate. Of course, the making the canal free will lower the water rate still below these figures. We have made the above comparison on the basis of the grain rates, and between the two leading points of the Union where the railroad rates have been forced down by competition to the lowest figures, out of abundant care not to draw a conclusion in favor of the water route stronger than the facts even more than justify, for at least they are strong enough. In any other class of freights, or between any other points, the contrast would appear still more striking.

But the superior importance of water transportation is so apparent that it seems hardly advisable to dwell upon it further. That it is the essential primary condition, the paramount *sine qua non* to the growth and prosperity of a city, all are agreed who have given the subject a moment's thought. Indeed, it is impossible to name a city on the globe not situated on some navigable body of water. Great cities can no more live off of the highways of navigation, than *fish*, to use a trite figure, can live out of water. This fact alone is a conclusive proof of the transcendant value of water transportation. That its future is assured, there can be no doubt. From this time forward there will be no retrograde movements or halting in the work of improving and extending our inland navigation systems. Transportation will rapidly flow in upon them year by year in almost geometrical ratio until the railroads will be fairly driven from the field of heavy freights. What the future of the *railroads* is to be is, as we have said, an unsolved problem. Probably they may not be driven to the condition of the Belgium roads, the condition the roads are approaching in other parts of Europe, but that the day of heavy tariffs and immense dividends is rapidly passing away, the most casual observer can see. This is a new country, and a country of vast territorial extent, and undoubtedly there will still be work for the roads for years to come, but the most profitable roads will be those furthest removed from the water-routes of transportation. In the mean time all

the great industries, and therefore the bulk of population and wealth, will settle upon the water-routes as naturally and irresistibly as the buyer is attracted to the best market. Improve the harbors and canals as they should be improved; connect the lakes with the Mississippi; improve that system as now contemplated; link the two oceans through Central America, so that our lumber and iron and grain products may float into the harbor of the Golden Gate at less freight-rates than the present railroad charges to New York, and the day of excessive transportation tariffs will pass away never to return.

From what has been said, it is hardly necessary to add that we believe the railroad tariffs now are, and always have been, unnecessarily burdensome to the industries of the country. We have no doubt freights can be carried by the railroads for a third less than the present rates, and with a fair profit, by proper and economical management, and we venture nothing in predicting that in less than five years *greater* reduction than one-third will have to be made. While speaking thus frankly of the exactions of the railroads, we would not have it understood that we are in the least antagonistic to them in any proper matter. We recognize the fact that they are business institutions, and governed by similar influences to those that govern other business interests. Besides this, they have done a great work for this country, for mankind, and many times every dollar they have cost would have been well spent for the benefits they have conferred. They have borne and are bearing a noble part in the great campaign of civilization, of human progress. Nor do we believe their mission is entirely ended. In light freights, where time in the delivery is important, in every line of goods in the handling of which time is valuable, they cannot be rivaled, and in the immense sections of the country without water transportation they will always have ample fields of profitable business. But, by the side of a lake, river or canal, we but state a plain truth when we say that they are incomparably inferior to either—in nothing it is true but the cost of carriage, but *that*, as we have shown, is everything. The revived interest in our water systems, the vast improvements of them now contemplated, cannot fail to have its downward effect on railroad stocks in a short time. In Europe, railroad building reached its highest point several years ago, and the same is true of railroad stocks; so in this country the time is not far distant when a similar condition of things will follow. That inland navigation is to be the controling factor, and is even largely so now, in interior transportation, there can be no doubt.

MOBILE—THE ONLY FREE PORT IN THE UNION.

Concerning the water facilities of Mobile we quote the following from the joint-committee report: "Mobile, like New Orleans, has been snatched from obscurity by the strong arm of the national government; like New Orleans, her pathway to the deep water in the Gulf was closed to deep-draught vessels, and her lumber and cotton exportations had to be lightered twenty-five miles down the bay to a point where the water was of sufficient depth to float the ships. She had only one advantage over Galveston; the ships visiting the bay could anchor inside the bar and not be compelled to risk the storms outside; but the wide and shallow bay between what is known as the 'Lower Shipping' and Mobile, was filled with deposits of clay and mud from the upper rivers, and no vessel drawing more than thirteen feet could, even at the highest tides, come to the wharves. It is not strange that the people of Mobile grew despondent. Cut off from interior trade by the east-and-west railroads, and shut out from the sea by an ever-increasing bar of mud, they naturally felt that the place was doomed and that the sooner they found another home the better.

It has been shown how the railroads became at length a blessing and not

a curse; it has been shown how the immense resources of the state are being developed by the capitalists and the railroads of the vast monied corporations, and how every Alabamian and every Mobilian is thereby enriched and put in the position to increase his riches; and it has been shown that what benefits the the state at large most benefits Mobile. It remains now to show that the last obstacle to her advancement has been removed, and that Mobile's future prosperity is assured.

It will not be necessary to go into details. The national government, upon the recommendation of the state's senators and representatives in congress, appropriated several hundred thousand dollars for the digging of a canal or channel from Mobile to the deep water in the lower shipping. This work was begun four years ago and pushed vigorously and with such success that the new channel was declared open October one year ago. The cut is seventy yards wide, eighteen feet deep at low water, and nearly twenty-three miles long. It is carefully staked and lighted, and can be used with safety by the largest vessels which have so far sought this port. The canal is dug through a kind of blue, silicious clay, which is tenacious in character and preserves the shape of the cut. The side walls of the cut are as firm and regular to-day as when first carved out of the surrounding deposit. The bottom, too, is kept scoured by the tides, and measurements show that there has been no fill anywhere throughout its length.

The improvement will not stop here, however. There is another appropriation ready, and the United States engineers have planned to widen the channel to 200 yards. After this work is completed, the third and last stage of the work will be performed. The widened channel will be deepened to twenty-two feet. To determine if a channel of this depth would maintain itself without artificial aid, a cut twenty-two feet in depth was made in September, 1882. In his report made this September, 1883, the United States Engineer says of this experimental cut:

"It was sounded October 24, 1882, and again in June, 1883, an interval of about seven months. A comparison of these soundings showed less depth on the sides and ends of the cut, with about the same average depth along the centre. The filling from the sides and ends was from the natural slope, but the cut showed no filling due to other causes."

The channel is now deep enough to float vessels loaded with 5,000 bales of cotton, and, perhaps, during the coming year even larger vessels will be able to enter this port. In addition to this improvement, the port authorities and the merchants have made great reductions in charges, and Mobile to-day is not only the cheapest loading station in the United States, but is practically the only free port in this country. The only actual charge to vessels here is pilotage, and that is, in comparison with the pilotage of New Orleans and other ports. very light.

Let the figures be set down in detail—they will prove to be interesting reading. A vessel, say of 1,200 tons, drawing 12 feet entering, and 17 feet leaving port, pays,

AT MOBILE, THE CHEAPEST PORT OF ALL:

Pilotage not compulsory.

Inward, 12 feet draught, at $4 50,	$54 00	
Outward, 17 feet draught, at $4 50,	76 50	
Quarantine fees, not required in winter,	0	
Wharf charges,	0	$130 50

AT WILMINGTON, DEL.:

Pilotage compulsory.		
Inward, 12 feet, at $4 16,	$49 92	
Outward, 17 feet, at $4 50,	76 50	
Wharfage, 20 days, at $2 25,	45 00	—$171 42

AT SAVANNAH:

Pilotage compulsory.		
Inward, 12 feet, at $5 50,	$66 00	
Outward, 17 feet, at $5 50,	93 50	
Wharfage, 20 days, at 75c,	15 00	—$174 50

AT PHILADELPHIA:

Pilotage compulsory.		
Inward, 12 feet, at $4 00,	$48 00	
Outward, 17 feet, at $3 00,	51 00	
Wharfage, 20 days, at $5 00,	100 00	—$199 00

AT WILMINGTON, N. C.:

Pilotage compulsory.		
Inward, 12 feet, at $5 50,	$66 00	
Outward, 17 feet, at $5 50,	93 50	
Harbor Master's fee,	3 00	
Wharfage, 17 feet, at $4 50,	76 50	—$239 00

AT CHARLESTON:

Pilotage compulsory.		
Inward, 12 feet, at $3 33⅓,	$ 40 00	
Outward, 17 feet, at $7 00,	120 00	
Wharf charges, 20 days, at $4 00,	80 00	
State tax, amount not given,		—$240 00

AT BOSTON:

Pilotage compulsory.		
Inward, 12 feet, at $4 50,	$54 00	
Outward, 17 feet, at $4 50,	76 50	
Wharfage, 20 days, at ½c. per ton,	120 00	
State tax, amount not given,		—$250 50

AT NEW YORK:

Pilotage compulsory.		
Inward, 12 feet, at $6 37,	$76 44	
Outward, 17 feet, at $6 78,	115 26	
Quarantine fee,	6 50	
Wharfage, 20 days, at ½c,	120 00	—$318 20

AT NORFOLK:

Pilotage compulsory.		
Inward, 12 feet, at $6 00,	$72 00	
Outward, 17 feet, at $8 65;	147 00	
Quarantine fee,	3 00	
Wharfage, 20 days, at ½c,	120 00	
State tax, 2½ per cent,	8 55	—$350 55

AT BALTIMORE:

Pilotage compulsory.		
Inward, 12 feet, at $4 00,	$48 00	
Outward, 17 feet. at $5 00,	85 00	
Wharfage, 20 days, at 1c. a ton,	240 00	
State tax, amount not given,		—$373 00

AT NEW ORLEANS:

Pilotage not compulsory but invariably accepted because of the difficulties of navigating the river.		
Inward, 12 feet, at $4 50,	$54 00	
Outward, 17 feet, at $4 50,	76 50	
Towage up and down the river 220 miles,	80 00	
Quarantine fee,	20 00	
Wharfage	180 00	—$410 50

AND AT SAN FRANCISCO:

Pilotage compulsory.		
Inward, 12 feet, at $5 00,	$60 00	
Inward, 4c. per ton,	48 00	
Outward, 17 feet, at $5 00,	105 00	
Wharf charges, 20 days, at $17 50,	350 00	—$563 00

Comment upon these figures will not be required. The facts speak so strongly in favor of Mobile that there is no doubt that when they are sufficiently known the port will be crowded with vessels. It is the policy of the people of Mobile, however, to extend welcome, and to offer inducements to ship owners to visit the port, and they hope that such treatment will be extended that all who come will long to return. The port is sure to become the coaling station for the gulf as well as the repair shop of all the vessels which sail the Southern waters. It is known that coal can be put down here in better quality, and cheaper, than at any point in the Union, and it is equally known that the marine ways and dry docks are of such capacity, and so economicallly managed, that the owners can underbid New Orleans and Galveston for all classes of work in their line. These facts account for the coaling of all the gulf-coast revenue cutters at this point, and, also, the sending of the cutter McLean all the way from Galveston to Mobile to have her hull and machinery repaired.

COMMERCE OF MOBILE.

Prior to 1860, Tennessee, Alabama and Mississippi used this port almost exclusively as an outlet for their staple productions. But since then the changes in our labor systems and in our local political governments, along with the culmination of the railroad power of the North and West, have wrought a revolution in our commerce and its methods. The diversions of the railroads lost to us much of the outgoing trade, which is apparent to-day. To the change in the labor system is chiefly attributable the steady decline in our interior trade. While we do not hope to recover this interior trade, for reasons that will be assigned, we confidently believe the volume of foreign business will not only be recovered, but very largely augmented. The methods of the cotton business, for instance, have altered very materially. In former years the relations of the factor to the planter were most intimate and interdependent. The factor supplied the planter in every way. He was the planter's private banker, upon whom the planter drew for every requirement, from the pins, needles, dry goods and wines for the household, to the barreled pork and smoked meats for the negro quarters. Now, country merchants in villages and at cross-roads have, to a large

extent, taken the place of the planter in regards to supplies consumed by the laboring population. There is no longer a state of interdependence between the planter and the factor; nor has any such condition of interdependence arisen between the factor and the country merchant. Formerly there was no competition between Western and Southern merchants in the furnishing of plantation supplies. It was all in the hands of the Southern merchants, on the warrant or order of the cotton factor; but the country merchant of to-day is differently placed. Thoroughly independent, it has been his policy to bring the Southern merchant into direct competition with the Western dealer and producer, in order to furnish the planter on most favorable terms, and, being on the spot to watch and protect such crops as the planter may make, he is enabled to protect himself and those from whom he receives his credits, whether of factors or Western supply merchants. In this competition the Southern produce merchant has suffered. Small lots are still purchased here, but the large lots elsewhere. Thus we see a decline in the handlings of the city receiver, while, in fact, the volume of Southern consumption has actually increased. Of course there are exceptions to this trade tendency, but they are at points inaccessible to the West, or represent periods when our local markets decline below those of the West.

MOBILE AS A COTTON MARKET.

The cotton trade of Mobile is so vast in extent, combines so many different interests, and exerts such powerful influence on all branches of business in the city, it is quite a difficult undertaking to clearly and perspicuously set forth its varied features. This difficulty will be more apparent when it is stated that there are no less than thirty firms engaged in cotton factorage, to say nothing of the cotton compressers, cotton buyers, cotton commission merchants, cotton packeries, cotton manufactories, cotton gin dealers, cotton press dealers; all of whom are more or less interested in the market.

The following table shows the receipts of cotton at Mobile for the years given, together with the value of the same:

Years.	Receipts.	Total Value.
1882-83	313,228	$15,792,955
1881-82	265,040	14,624,548
1880-81	396,819	19,880,243
1879-80	358,970	20,550,679
1878-79	362,408	15,955,080
1877-78	419,071	32,538,670
1876-77	360,918	20,801,895
1875-76	374,673	24.353,824
1874-75	320,822	22,845,735
1873-74	299,578	21,220,080
1872-73	332,457	27,580,080
1871-72	288,012	28,552,062
1870-71	404,673	28,521,353
1869-70	306,061	32,407,270
1868-69	230,621	28,338,708
1867-68	366,193	32,459,568
1866-67	239,516	24,798,562
1865-66	429,102	89,785,300
1864-65	375,305	12,289,565
1858-59	704,406	42,278,408
1855-56	659,738	29,430,912
1851-52	549,772	22,358,689
1849-50	359,297	20,002,379
1847-48	438,324	15,211,759

VEGETABLES.

"It requires no superiority of intellect to foresee and fully comprehend the fact, that a section of country possessing the requisites of climate, soil and transportation for the raising, maturing and shipping early vegetables to those great markets, offers superior inducement to investment, and will inevitably become the homes of a prosperous and thrifty population. These highly favored natural advantages are possessed in a large degree by Mobile county, which in the near future will develop the most prosperous and remunerative vegetable farms of any section in the South or on the Gulf coast. During the past season—which was much the best for years—a number of gardeners of this county realized as a net profit from one to four hundred dollars per acre. There is in this county not less than one hundred thousand acres of as fine vegetable lands as can be found on the Gulf coast, idle for the want of industrious and energetic men and families, who could average each year, with judicious management, from one to two hundred dollars per acre as a clear profit. These lands are well located, and near the various shipping stations along the railroads, and could be made the most luxuriant garden farms in the South. There are large tracts of these lands admirably located—lying in the interior—which will be made available by railroads as the vegetable interest demands. These various locations are traversed by limpid streams of pure water, and abound with an unlimited forest of the long leaf pine, and would become not only vegetable, but some of the finest stock farms along the coast."

The following are the shipments:

	1882-83.	1881-82.
Cabbages, crates	27,452	22,119
Potatoes, barrels	33,571	30,769
Beans, boxes	16,015	10,900
Peas, boxes	6,427	7,821
Cucumbers, barrels	132	238
Tomatoes, boxes	17,693	32,377
Watermelons	8,770	18,700
Various packages	132	116

VALUE.

	1882-83.	1881-82.
Cabbages	$82,356 00	$ 99,535 50
Potatoes	75,534 75	138,480 50
Beans	20,008 50	10,910 00
Peas	8,033 75	7,821 00
Cucumbers	396 00	1,071 00
Tomatoes	7,087 20	14,569 65
Watermelons	1,316 50	2,885 00
Various	396 00	223 00
Total	$195,117 70	$275,395 65

The above shipments and values do not include shipments from all points on the railroads in this county, but tributary to Mobile, or shipments by boats to points on the river, or consumption. Now, if we add to the above 33⅓ per cent., we will have a total value of $260,156 93, as a fair estimated value of the crop of Mobile county.

NAVAL STORES.

The steady improvement in the market for naval stores in our city is due to the greater facilities, as well as lower rates of freight to the interior, enabling Mobile to compete favorably with any of the Northern markets.

The superiority of Mobile over any one Southern market lies in the fact that she may be said to be situated in the midst of the turpentine orchards of the South. Not only does she draw supplies from the "Piney regions" of Mississippi, Georgia and North Carolina, but directly under her control are the products of the pine flats of Alabama and Northern Louisiana. The forest growth throughout this entire section is magnificent long-leaf pine—the yellow pitch-pine of commerce—and which, on account of its abundance and its adaptation to almost all purposes, is the most valuable timber tree in the South. Besides yielding tar, pitch, rosin and turpentine, it furnishes one of the most valuable species of lumber known to commerce, rivaling the cypress in durability and the walnut in beauty of grain. These pine flats and hills afford illimitable fields to the lumberman; and charcoal burners also do a flourishing trade with Mobile, where they ship charcoal on luggers, and receive from twenty-five to fifty cents per barrel therefor.

The annual range of prices has been as follows: Rosin—C and D $1.10 to $1.30, E and F $1.10 to $1.40, G $1.40 to $1.50, H $1.45 to $1.60, I $1.50 to $1.75, K $1.75 to $1.95, M $2.00 to $2.50, N $2.25 to $2.85, W G $2.50 to $3.25. Turpentine—28 to 50 cents per gallon.

The receipts for the past year are the largest on record, and, compared with the past season, show an increase of forty per cent for turpentine and seventeen per cent for rosin.

The following are the foreign shipments from the port of Mobile for the year ending Sept. 1, 1883, as compared with the year previous :

	1882-83.	1881-82.
Liverpool	2,267	5,225
Russia	12,723	——
Hamburg	13,012	5,564
Antwerp	4,025	——
Rotterdam	2,614	5,902
Various	500	2,922
Total barrels	45,141	20,113
Value	$91,310 00	$55,310 00

THE LUMBER TRADE.

The importance of this branch of Mobile commerce can readily be seen. In our remarks on the resources of Mobile we have dealt at some length on her lumber resources. We shall now only confine ourselves to the shipments, which we take from the *Register* of Sept. 1st, 1883 :

The total shipments, foreign and coastwise, is over 26,000,000 feet, which is 5,400,000 feet less than the total shipments last year. This amount does not include shipments by boat and rail to the interior, and some shipments in vessels having coasting license not reported. Over 1,000,000 feet have been shipped to Aspinwall, against none last year, while shipments have increased nearly 2,000,000 feet to Mexico, 1,300,000 feet to Great Britain, 150,000 to Trinidad, 236,000 feet to Germany, 1,000,000 feet to Boston, 1,700,000 feet to New York, and 138,000 feet to Philadelphia. Shipments to Cuba and Jamaica, which were large, show a small increase over last year. Other ports show a decrease, especially to France and Texas; to the former the decrease is 1,100,000 feet, and to the latter it is 9,000,000 feet. This sharp falling off in shipments to Texas, which no doubt caused the total shipments to be less than last year, was principally caused by the fact that the railroads of Texas and Mexico had accumulated a large stock of material, and in fact had nearly enough to complete them. In consequence of this the demand from those roads, that formerly bought large

quantities of lumber and timber in this market, was light, while about three-quarters of last year's shipments to Texas was to railroads.

Before giving our table of shipments it may be well to state that it is made up from Custom-house clearances and other coastwise shipments obtained from vessels leaving this port.

Below will be found the shipments for the past year:

FOREIGN.

Ports.	1882–83.	1881–82.
Mexico	2,904,216	981,975
Cuba	1,983,390	1,934,826
Jamaica	1,964,180	1,838,529
Great Britain	2,971,303	1,692,804
Ireland	125,381	432,365
France	2,608,170	3,762,641
Germany	280,318	44,119
Holland	48,889	951,250
Spain	97,569	316,840
Africa	566,552	1,216,186
Hayti	281,716	414,431
Trinidad	916,672	760,115
Aspinwall	1,037,286	
Various	944,299	1,491,041
Total feet	16,729,838	15,847,128
Value	$239,800 15	$252,021 77

COASTWISE.

Ports.	1882–83.	1881-82.
Texas	1,837,514	10,937,643
Boston	3,200,683	2,177,378
Philadelphia	2,051,140	1,913,130
New York	2,087,814	394,671
Providence	495,000	
Fall River	35,000	270,000
Various	316,854	726,187
Total feet	10,024,005	16,389,009
Total shipments foreign and coastwise	26,753,843	32,236,137

TIMBER.

Concerning the timber trade of Mobile we take the following from the *Register:*

"We are now at the close of another year of one of the most important branches of the Pitch-pine trade. Timber, a leading article of export in this market, continues to hold its own with previous years, and a large business was done, but at prices that were not as remunerative to the producer and shipper as they were last season. This was caused by the depressed condition of European markets, which continued to be overstocked, with no cessation of shipments and consumption less than the supply, together with a continued rising of freights and no corresponding advance in prices. The supply in this market was abundant, and shippers were enabled to give their vessels fair despatch, and in many instances vessels were loaded in a very short time. Owing to the good supply of timber, cutters were prevented from obtaining extra good prices,

as there was no strong competition between shippers, and prices declined from 11c at the opening of the season to 8c and 9c at the close."

During the coming season we look for an improvement in this branch of business, for there is generally a revival when the shipping season fairly opens, and a better supply of tonnage for timber, as nearly all the vessels loaded at this Port this season (owing to deep water at our wharves) came to the city and loaded without the expense of lighterage to the lower bay, causing them to find out what we claim: that the shipping charges of Mobile are cheaper than those of any other port. This, no doubt, will induce them and others to come to this port for cargoes, instead of accepting charters for other ports.

Anyone that visited the river front during the shipping season no doubt saw the river filled with vessels taking on cargoes of timber—a sight that was not only pleasing to the eye, but one that spoke well of the future of Mobile as a timber market.

But let us turn to the shipments, which will not only confirm our statement of a large business, but will show that the shipments, with one exception, have been larger than last year. The total shipments show a decrease of 21,795 cubic feet, which was caused by a decrease of 75,000 cubic feet in exports to Holland. The shipments to the United Kingdom were 1,165,834 cubic feet, against 1,154,938 cubic feet last year, an increase of 10,896 cubic feet. To Germany they increased 2,000 cubic feet, to Africa 17,000, and to other ports 17,000 cubic feet.

The exports foreign were divided into hewn and sawn timber as follows:

	Cubic feet.	Value.
Sawn	484,398	$ 55,954 78
Hewn	1,168,406	143,376 64
Total	1,652,804	$199,331 42

The shipments were not confined to a few ports, but were like last season, scattered, and cargoes were sent to many ports in Europe and a few in Africa.

Below will be found the shipments, in cubic feet, to foreign ports for two years:

	1882-83.	1881-82.
Liverpool	236,094	406,724
England	653,681	456,826
Ireland	136,499	128,762
Scotland	138,740	102,626
France	274,439	207,342
Germany	44,076	42,892
Holland	68,172	143,162
Africa	40,947	23,468
Various	59,336	42,797
Total cubic feet	1,652,804	1,674,599
Value	$199,331 42	$197,309 27

SHINGLES.

Although our shipments foreign show a decrease of nearly 614,000 shingles, principally to the West Indies, yet the shipments coastwise show an increase of 960,000 shingles, or over 100 per cent. The shipments to Boston alone were 1,315,000 shingles, or over two-thirds of the shipments coastwise, and the shipments to the interior by rail and boat are estimated at 20,000,000 shingles. One shipment of 31,000 shingles was made to Middleburg, Holland.

According to the above facts and reports received, Mobile will have an immense shingle trade next year, if we only have favorable freshets so that the cutters can get out plenty of timber. According to the Custom-house clearances of vessels (the only record we have) the exports have been as follows:

	1882-83.	Value.	1881-82.	Value.
Foreign . .	1,823,250	$8,676 90	2,437,000	$13,643 75
Coastwise . .	1,764,935	5,295 00	806,200	2,337 40
Total . .	3,588,185	$13,971 90	3,243,200	$15,981 15

STAVES.

Another important and rapidly growing business in Mobile is the trade in staves, and it may be said to be growing with such rapidity that it will soon become one of the most important export articles of the city. The immense wooded swamps which exist in various parts of the State abound in cypresses of the very best kind, and supply this market largely. The average annual business in staves will reach in round numbers $40,000.

THE COFFEE TRADE.

Coffee is an article of importation in which Mobile is rapidly growing. Prior to the war this market was one of great importance, Mobile being the point of distribution to a large area of country to the north and west of her, and therefore supplied the greater part of the demand throughout that portion of the country. But, as in ten thousand other different ways, the South suffered in that conflict. Her ports were closed, her trade departed, her commercial flag was furled, and New York was the Moloch which fattened its maw on her misfortunes. New York was the mælstrom that swallowed up everything. At length a reaction set in, and a steady growth is the result. The receipts of coffee for the year were 24,000 bags, against 22,000 last year.

The extremes during the year for Fair and Prime were as follows:

	This Year.	Last Year.
Fair	9¼ @ 11c.	10⅜ @ 13c.
Prime	10 @ 11⅜c.	11½ @ 14¼c.

COAL.

The *Mobile Register* says:—"The demand for Alabama coal has increased to such an extent that large quantities are shipped daily from the mines, which are unable to fill all the orders received.

In New Orleans, where it came in competition with Pittsburg, large sales were made, showing, as it does, that Alabama coal is fast taking the place of other coals.

The demand from Texas is so great that arrangements have been made with railroads leading from New Orleans to the interior of Texas to change the trucks so as to ship direct to Texas from the mines.

The increased demand for Alabama steam coal caused large quantities to be handled in this market, which shows that Mobile has greatly increased in importance as a coaling station, and is well known as one of the cheapest ports, except Baltimore, in the United States, for steam coal.

Through the energy of Messrs. A. C. Danner & Co., the export trade has greatly increased since our last annual statement. They shipped during the past year fourteen cargoes, amounting to 8,257 tons, to Galveston, and one cargo containing 125 tons to Aranzas Pass. Many more would have been shipped if the

coal could have been had from the mines, but owing to the increased demand of railroads, only a limited quantity could be obtained for export.

The retail trade was fair, and the range of prices was as follows: Alabama, $6.00 to $8.00; Anthracite, $9.00 per ton. At the present time the best Alabama steam coal is selling at $4.00 per ton, F. O. B. at the wharf. Below will be found the receipts for the past five years:"

	1883.	1882.	1881.	1880.	1879.
Alabama, - - - -	25,304	22,345	8,924	5,396	3,015
Penn. and Eng., - - -	1,229	1,118	2,701	1,033	3,552
Total, - . -	26,533	23,463	11,625	6,429	6,367

THE WOOL TRADE.

Under the stimulating influence of our wise system of protection to domestic manufactures, the woolen industries of this country have grown to a high degree of importance and prosperity. Prior to the tariff laws of 1861, practically all of our factory-made woolens were imported, thus draining the country of hundreds of millions of dollars every year. Now, however, notwithstanding our consumption of these goods has increased more than doubly as fast as our population, comparatively a small percentage is imported. In fact we actually export nearly a half-million dollars worth annually. These manufacturers have made magnificent strides in the United States in the last fifteen or twenty years, and if the benign influence of protection is continued, which there can be little doubt will be the case, the time will soon come when we will be a formidable rival of Great Britian in the markets of the world in this great industry.

The sheep raising industry of this section is fast becoming an important item of wealth in this country, and will no doubt make Mobile, in a few years, one of the leading wool markets in the South.

Farmers are improving their breeds of sheep and are taking better care of the wool, but there is room for improvement, and if all the wool growers would cross their breed with full-blooded Merinos, the quality would be improved and they would always find a good demand in the market for three-eighths to one-half blood. The extremes of prices during the year were as follows: Washed 25 to 31c., unwashed 22 to 25c., burry 10 to 15c.

According to our report the receipts here have been about 346,000 pounds, valued at $81,310.00, against 343,440 pounds, valued at $89,294.40, last year.

FISH AND OYSTERS.

This trade, which is one of our important branches of business, has greatly improved during the past season, for it is a well known fact that our coasts are bountifully supplied with these luxuries, which are of the best quality and variety, and will compare favorably with those of any market. During the year the shipping facilities were good, the weather favorable, and large shipments were made to distant points. Owing to the above facts the oyster trade extended through a longer period than last year, and the sales are estimated at about 35 per cent increase.

In the fish trade a good demand prevailed the entire season, and shipments were made as late as April. The supply was about equal to the demand, and the quality better than usual. The estimated sales of the past season are nearly 100 per cent more than last year.

Large shipments of crabs were made this season to points in Alabama, Mississippi, Georgia and Tennessee.

Below will be found the estimated value of this trade for the past two seasons:

	1882-83.	1881-82.
Fish,	$ 90,000 00	$ 46,500 00
Oysters, plants,	50,000 00	30,000 00
Oysters, reef,	100,000 00	81,000 00
Total,	$240,000 00	$157,500 00

It is well known that the supply of fish is inexhaustible, and that the quality and variety guarantee an immediate sale. With excellent rail communication with the West, with the Northwest and the Northeast, there is no reason why Mobile should not outstrip all other gulf ports in this business. The immense increase during the last year, amounting to 100 per cent, indicates what is being done in this direction.

MANUFACTURING ADVANTAGES.

"A manufacturing people are always a rich people," says Colton; and the history of the world bears eloquent witness to this fact. Nor is it to be wondered at when we consider the almost illimitable power manufacturers possess to *multiply values*. Reviewing Serra, Hallam says: "Serra prefers manufactures to agriculture; one of his reasons is their indefinite capacity of multiplication; for no man, whose land is fully cultivated by sowing a hundred bushels of wheat, can sow with a profit a hundred and fifty; but in manufactures, he may not only double the produce, but do this a hundred times over, and *that with a less proportion of expense. Though this is now evident, it is perhaps what had not been much remarked before.*" Any article may be taken to illustrate the multiplication of values thus effected, as, for instance, a ton of iron ore: extracted, or "exploited" as it is called, from the mine, it is worth say $4.00; reduced to cast iron it will yield half a ton at least, worth not less than $10.00; manufactured into large ornamental work it is worth $450.00; and who can estimate its value in the form of the finer articles of manufacture? So with most of the minerals, with wood, with the textiles, etc., the chief value is given to every product by the process of manufacture. It is estimated by Colton that the average value of the raw materials in all commodities of trade constitute but *one-seventh* of the actual market value of such commodities; or, in other words, the value that manufactures add to your products is as seven to one, and this estimate is thought too low. Adam Smith has forcibly stated this point: "A small quantity of manufactured produce purchases a great quantity of rude produce. A trading and manufacturing country, therefore, with a small part of its manufactured produce will purchase a great part of the rude produce of other countries; while, on the contrary, a country without trade and manufactures, is generally obliged to purchase, at the expense of a great part of its rude produce, a very small part of the manufactured produce of other countries." In other words, a country without manufactures gradually grows poorer, while the manufacturing country steadily grows richer. Indeed, some economists have gone so far as to say that the more *enlightened* a nation becomes, the less raw material it exports. Says Dr. List, a German economist, on this point: "One may lay it down as a rule, that a nation is much so the more wealthy and powerful the more it exports manufactured products, the more it imports raw materials."

It is largely due to the observance of this principle, echoed, not originated, by Dr. List, that Great Britain has become the wealth-and-business sovereign of the world: she produces, comparatively, but little raw material, but manufactures for all mankind—with "a small quantity of her manufactured produce," as Adam Smith would say, "she produces a great quantity of the rude produce" of others; in other words, she sees the point that it pays seven times

better to manufacture than to produce, and she takes advantage of her insight—making less astute peoples her "hewers of wood and drawers of water," while she furnishes them manufactured products and pockets the profits. Let us illustrate the difference between a manufacturing and a raw material producing nation: suppose Canada and the United States were to make a treaty by which Canada should purchase all her iron ore from our mines at a fair price, say $4.00 per ton, and we in turn should purchase all our iron commodities from that country at fair manufacturer's prices; could any one be so dull as not to be able to see the result? But what is true as to one branch of industry is more or less true as to all branches. Suppose the treaty embraced every line of manufactures; in less than fifteen years the United States would not contain 15,000,000 inhabitants, and these would only remain until the next rise of the creeks so they could float out on a log, for they would have no other means of escape, and they would be too feeble to walk.

In considering the manufacturing advantages of Mobile, we may best follow the example of Serra, the early Italian economist, in the arrangement of our subject by separating it into two divisions; *first*, the common "accidents" or advantages, and *second*, the particular "accidents" or advantages, (*accidenti communi e proprj*);—the *first* embracing such advantages as may exist at any place, and the *second* such as are of a special or unusual nature. In the *first* are included, (1) the character of the people, (2) the wisdom of the government, and (3) the climate, etc.; in the *second*, (1) the situation of the place with respect to the supply of raw material, and (2) its situation with respect to an available demand for its manufactured products, and the like.

The *first* division it is necessary to but little more than mention; (1) the superior character of our people as citizens is recognized the world over. As Carey says: "The Anglo-Saxons have no superiors as ingenious mechanics and rapid workmen." What is true in this respect of the English race in general, is especially true of the Americans. And in this connection the *cost* of labor would seem properly to present itself for consideration; but this we shall notice further on, and more fully, in connection with the *second* division of our subject. Here we may remark, however, what is familiar to every one, that the *cost* of labor is much greater in this country than in Europe, and that it is even greater in the South than in New England and other parts of the East. But the difference in the cost of labor in America and in Europe is fully made up to our manufacturers by our present tariff system. While the difference in the cost in the South and in the East is remedied, as we shall endeavor to show hereafter, by the fact that here we are both at the source of supply of most of the raw materials, and at the same time at the very situs of demand, so to speak, for the manufactured goods, thus saving to us the freights both ways the Eastern establishments have to pay, far more than balancing the difference against us in the cost of labor.

Of (2) the policy of the government as relates to manufactures, we shall not speak at length. This policy of protection, originating in one of the first acts of legislation passed by the first congress under the present constitution, we have every reason to hope will not soon be abandoned; and as long as this is adhered to, no industries could be more secure, so far as government is concerned, than our manufactures. Life and property are guaranteed and well protected; the public credit is faithfully kept, and now that popular commonsense has outgrown that twin delusion of free-trade in this country, "greenbackism," we have no reason to fear any derangement of our present excellent and unequaled monetary system. (3) The climate of the country in general, and of the South in particular, is all that could be desired. But it is unnecessary to say anything further as to our common accidents, as Serra would call them.

Let us now consider the particular advantages of Mobile, for the manufacturing industries, viz.: (1) Our situation with respect to the supply of raw material, and (2) our situation with respect to an available demand for our manufactured products. The former (1) of these embraces the variety, extent and proximity of our raw supplies, and incidentally of the means of transporting them to our factories. The latter, (2) the extent of the demand for our manufactured products will be considered hereafter.

The great essential advantages that Mobile possesses for a leading manufacturing centre, consists in the wonderful inexhaustible wealth of almost every kind of raw material at their very door. Here are her immense forests of pine and of the hard woods. Here are her vast deposits of iron ore, her great coal fields, 5,330 square miles in extent. Here are her immense agricultural resources, and here, withal, are her magnificent water and railroad systems of transportation. What more of material advantages could be asked to make her a great manufacturing metropolis? Are not lumber, iron and coal, and all kinds of agricultural products, inexhaustible in quantity and of the finest quality, combined with her transportation systems, enough? Yet she has all these and many other great and important advantages. But let us look at these a little closer.

LUMBER RESOURCES.

There are about 20,000,000 acres of woodlands in the State, covered chiefly with pine, cypress and oak. Most of this is in the southern portion, along the Florida line, and near Mobile. Along the Mobile and Alabama rivers is a large area of cypress swamp. North and west of this extends a belt of pine timber. Another belt, from ten to twenty miles wide, stretches through the central portion of the State, slightly north of Montgomery. These forests, it is estimated, contain 20,000,000,000 feet of merchantable lumber, only about 250,000,000 feet of which are cut annually; but a great deal of Alabama timber is floated down the streams to the mills in Western Florida, where it is sawed. The lumber business has assumed considerable proportions during the past few years. Over much of the distance by rail from Calera, sixty miles north of Montgomery, to Pensacola you are scarcely out of sight of a mill. During the past year a million acres of timber land have been bought by lumbermen, the majority of whom came to the State from the North and West.

Concerning this industry, Mr. Craighead in his report says:

"Another new and growing interest in Mobile is the manufacture, sale and export of lumber and timber. As many as a dozen years ago there were very few mills in this county, and these did little more than supply the local and near country demand for building material. Pensacola was recognized as the lumber port of the Gulf, and this was the result partly of the energy of Pensacola's merchants and partly of the good harbor and moderately practicable channel, while Mobile had no such merchants and very little, if any, channel; being, in addition, too busy watching her cotton business waste away, to turn the attention to the source of great wealth which lay within her grasp.

As one industry shrank by force of circumstances, the monied men of Mobile noticed that there was growing up under their eyes another one in addition to the truck farming previously mentioned. Saw mills began to be erected here and there throughout the section immediately tributary to Mobile, and log booms were to be seen lining the shores of the rivers and the large creeks. They knew what this meant. Over in Baldwin county, on the other side of the bay, they had known men to grow very rich by the use of such machinery, and they had heard that the ambitious and well-to-do town of Pensacola owes all her prosperity to industry of this sort. They enquired and found that Mobile was backed by an almost virgin forest of the best and most desirable yellow pine in the

country—a wood that is sought after by ships and bridge builders, by furniture-makers and by house-finishers, showing the variety of uses to which it can be put. Moreover, they discovered that the swamps along the coast and back from the rivers contain cypress of the best quality—a wood which is almost everlasting, is white, hard and easily worked. For many styles of work it excels any other kind of wood.

Seeing these things—which were, of course, not entirely new, but were presented in a new light—the capitalists have got themselves into the line of march and profited by the gifts of nature. It will waste time to tell in detail of the progress of events. It is enough to say that the Mobile lumbermen and manufacturers have had no set back since the beginning. They have made more money some years than others, but have always made money. The number of mills has increased four-fold, and a trade with foreign and Northern ports has been built up, which, though still behind that of Pensacola in size, is yet more reliable in its nature, and more remunerative to the manufacturers. That this is certainly so is shown by the fact that Pensacolians are turning their attention in this direction, and one of Pensacola's richest lumbermen and ship-owners will, this season, establish himself in this port, and reap so much as he can of the benefits in store for him. The country is full of mills, and the product is sold as fast as manufactured."

MINERAL RESOURCES.

The iron fields of Alabama are indeed its greatest promise, and will be the source of its greatest wealth. They have been utilized only in the past ten years, but during that time great progress has been made. These fields are happily situated. They lie in the northern and central portions of the State, and are traversed by a number of important railroads, which carry their produce to market; and they are in close proximity to the coal fields of the State, which greatly cheapens the cost of manufacturing the iron. The principal iron ores in the State are brown and red hematite. The main deposits are along the line of the Selma, Rome and Dalton Railroad, from Briarfield northward to the State line and southward to Birmingham; along the Alabama and Great Southern Railroad from Birmingham northeast; along the Coosa River from Greensport north, and finally in what is known as the Red Mountain deposit, extending from a point a few miles east of Tuscaloosa to the northeastern corner of the State, a hundred miles long by half a mile in width. At the point at which it is intersected by the North and South Alabama Railroad this vein is 30 feet thick, and there are places where it is 150 feet deep.

The amount of iron in the Red Mountain district is estimated at 500,000,000,000 tons, and in the Cahawba hills and and valleys at 200,000,000,000 tons, making the iron supply of Alabama practically inexhaustible for all time to come. The ore is the very best anywhere in the country, yielding fully 50 per cent. of metallic iron. Iron can be manufactured in Alabama as cheaply, if not more cheaply, than in Pennsylvania, and our State will soon supply the whole South and West with all the iron they need. In 1880, when the census was taken, the pig iron product of the State was only 62,330 tons. In 1882 this had increased to 225,000. This year the Birmingham district alone will produce 160,000 tons, and the rest of the State about as much more—say 300,000—worth $6,000,000, a five-fold increase in three years. The total iron produced in Alabama was 190,000 tons in 1880, 350,000 tons in 1881, 450,000 tons in 1882, and will be close on 600,000 tons this year. Alabama now ranks as the sixth iron producing State in the Union; it hopes soon to secure the second place.

In close proximity with these iron mines lie the various coal fields of Alabama. The fields south of the Tennessee River cover 5,330 square miles; the

Black Warrior, 5,000 square miles; the Cahawba, 200 square miles, and the Coosa, northwest of the Coos River, 150 square miles. The Cahawba field is about 12 feet thick, the Black Warrior field, in some places, 150 feet. In this field iron ore is frequently found, at numerous horizons, among the coal-bearing rocks. The Pratt seam, which is most convenient to Birmingham and to the present lines of transportation, is largely used for iron-smelting and miscellaneous purposes. The daily output of coal at the Alabama mines is 4,000 tons, or 1,200,000 tons for the year; but the prospective increase is at least as great as this, as the demand for this coal increases in the South. A large number of the Southern railroads are now utilizing it, and New Orleans, Atlanta and Mobile in particular are making an earnest demand for Alabama coal. In 1872 the total coal product of the State was only 10,000 tons; in 1880, when the census was taken, it was 340,000 tons; in 1882, 1,000,000, and the past year, 1,200,000—an increase of 12,000 per cent. in eleven years.

We have now sketched briefly and hurriedly the more important manufacturing advantages of Mobile. Doubtless much has been omitted that ought to have been said, and we are not vain enough to think that what has been discussed has been presented in the strongest light. Even from the outline given, it must be apparent to the most critical that the situation and surroundings of this city are more than ordinarily adapted to most of the leading lines of manufactures. Our supply of fuel is practically unlimited, and is equally inexhaustible. The three great classes of raw materials—agricultural, arboral, and mineral—are at our very doors, and our system of water transportation, competing, as it does, in the local and western traffic with the network of railroads centering here, gives us the advantage of the cheapest transportation on the continent. Withal, the climate is eminently adapted to manufacturing pursuits, public sentiment is decidedly favorable to them, and our laws are animated by a spirit not less friendly. Indeed, there seems to be no condition essential to the development of a great manufacturing center that we do not possess—unless it be an adequate supply of capital and manufactures, and those are multiplying with wonderful rapidity.

All things considered, Mobile could hardly fail, if she would, of becoming one of the great manufacturing centres of the South. The advantages which nature has given her will sooner or later assert themselves. "*Natura expellos furca, tamen usque recurret.*"

Looking back over the field we are now quitting—a review of the agricultural resources, and the commercial and manufacturing advantages of Mobile, and noting the wonderful progress the city has made in wealth and population, a progress as substantial as it has been rapid, and as sure to continue as that the magnificent territory tributary to it will not cease to yield up its boundless and diversified stores of wealth—we are impressed more than ever with the manifest design of nature that this is to be one of the greatest cities of the future. In the midst of the finest agricultural country under the sun, commanding alike Midasian treasures of the forests and of the mines, and withal possessed of the cheapest and most efficient systems of transportation on the continent, it is favored in every condition that nature and civilization can bestow for the development of a great metropolis. Here, we believe, in the not far distant future will stand a city of many hundred thousand inhabitants; a city, the white sails of whose commerce will be seen on every sea, and the products of whose manufactures will make the circle of the earth; a city where all the arts will flourish, and where letterdom and science will rear their proudest monuments.

We have now to consider the business of Mobile, embracing both its trade and manufactures. Unlike France, the South is by no means a paradise

of statistics, as an eminent writer has called the land of vines. Statistics are, of course, kept here, but there are no regulations requiring returns of private business to be made; and, until this is done, all estimates of the value of general business transacted can be regarded as but little more than tolerable approximations. We do not, therefore, claim absolute correctness for the figures we shall give, but, having collected our data with great care, we feel assured they could be found to vary not seriously from actual results, if the matter could be certainly known.

The total business of the city we have found to aggregate, in 1883, $72,000,000. This, of course, embraces all the local and jobbing trade of the different commercial houses, as well as all the sales of manufacturing establishments. These different branches of business—local jobbing and manufacturing—we shall notice separately, premising the statement, however, that inasmuch as one of the prominent features of this volume is a series of sketches of individual firms and establishments, giving the class of business followed by each, together with other particulars, we shall not enter much into detail here, nor shall we, for that reason, extend this notice beyond the limit of a very brief outline. As we have before stated, the purpose of the work is not as much to felicitate ourselves on the business the city already has, as it is to attract additional business here by showing what our resources and advantages are for a prosperous business centre. That we have endeavored to do in the preceding pages, and what we now present follows only as incidental and subsidiary to it. We shall therefore first notice, in a few words only, the local trade of the city.

RETAIL TRADE.

Under this head we include all sales of commodities, not made in job lots or by wholesale, except those of manufacturing establishments, which we shall notice further along. The retail trade of the city, thus defined, according to the footings we have made from figures furnished us—from careful estimates, where the actual figures could not be had—aggregated, in 1883, $14,132,500. Compared with other cities, this is a very favorable showing for Mobile. We have a large extent of territory, thickly settled and wealthy, almost exclusively tributary to us in many of the best lines of retail business. This, of course, has the effect to swell our sales to a larger aggregate relatively than that of most other points. Besides this, thousands of people, really beyond what would naturally be regarded as the radius of our retail custom, come here at stated seasons of the year to lay in the greater part of their goods. The fact that this is the largest city in the State, together with unequaled railroad facilities, opening up almost every neighborhood to our retail merchants for a radius of many miles, makes this the centre of an immense local trade. Of course the smaller classes of shopping are done by them at a distance, at the small towns, but where any considerable purchases are to be made the custom naturally comes here, because the goods cannot be had as near elsewhere, or, if they can, the difference in prices is generally so greatly in our favor as to bring the trade to this place. It is a fact as creditable to the business ability of our retail salesmen, as it is to their energy and enterprise, that in nearly every line they sell at prices as low as the quotations of New Orleans, and in not a few lines they are below the New Orleans prices. They are enabled to do this, not only because New Orleans has no advantage of them in the matter of freights, put particularly because all kinds of running expenses are lighter—taxes are lighter, rents are lower, cost of living is less, etc., etc. Hence, they can not only sell at the same or lower prices than the retail merchants of New Orleans, but on the whole they can do so with decidedly better profits. So long as this is the case, and there is no apparent reason why it should not remain a permanent advan-

tage, Mobile, in the very nature of things, will continue to have an important and constantly growing trade from the surrounding country, which otherwise would doubtless go to some other point. This trade, too, is the very cream of the retail custom, for when the wealthy farmer, or the well-to-do lawyer or physician, comes to the city from a distance of seventy-five or a hundred miles to make his more important purchases, his bills usually foot up an amount equal to the aggregate of the purchases of a dozen or more ordinary customers. Besides this, Mobile, as the chief city throughout an important region of country, is of course the natural market for the principal part of the surplus product of this region. The cotton, the vegetables, the fruits, the naval stores, etc., etc., are brought here, and where people sell they naturally buy. Thus is a vast amount of retail custom drawn to the city to swell the general aggregate of its annual business.

That the trade the city enjoys is an unusually profitable one is sufficiently shown by the prosperity that has, almost without exception, attended the business of our retail merchants. We might enter into statistics, and show that on the whole there have been fewer failures here in the last five years in their line—fewer in number and less in amount—than in any city of not less importance in the Union, but to do so would require space which has necessarily been allotted to other matters. Suffice it to say, therefore, that no city in the country enjoys a more prosperous retail business than the metropolis of Alabama. To those at other places engaged in this line who contemplate removal to a better point to carry on business, Mobile offers unequaled advantages.

The war somewhat retarded the growth of Mobile, but a new era has dawned upon them, and the country is now rapidly filling up with a thrifty, energetic and well-to-do population. This city, as the commercial centre of this section, will no doubt double her population in the next twenty years, and more than double her wealth in each decade. Amidst the "flush times," therefore, if we may be allowed a Californiaism, which so much life and bustle and such rapid development imply, the merchant that could not succeed would hardly deserve success. Here are advantages to grow up in business with the growth and development of the city and surrounding country not surpassed in the South.

We cannot enter further into the particulars of the retail business of the city. To call attention to one line of trade—the number of establishments representing it, the amount of capital employed, the volume of annual sales, etc.—would necessitate a separate mention of all the rest, that would require more space than we could possibly give it, and probably more than the importance of the information would justify. Every line of the retail business found in other large cities has a strong representation here, both in the number of establishments and the character of the stocks kept. The parties having control of this important interest are almost universally gentlemen of enterprise and ability, and have a high standing in the commercial world for integrity and business capacity.

THE JOBBING TRADE OF MOBILE.

The jobbing trade of Mobile has kept pace with her increasing importance as a centre of commerce and finance, and naturally far surpasses her industrial interests. All the many and varied branches of the jobbing trade, such as dry goods, straw goods and millinery; fancy goods and notions; military goods; and queensware, hardware, iron, agricultural implements; stoves, tinware and furnishing goods; books, both native and European, and stationery, musical instruments, wall paper, etc.; furniture, jewelry, fireworks, toys, can compare without fear as to the result with any in the country. As a rule, these departments are

conducted by old and long-established firms, comprising the best known and most honored citizens of Mobile, who have been reared in their calling, and whose natural tastes and judgment have been improved by the experience of a lifetime, and a thorough and unswerving application to business.

Many branches, not mentioned above, are successfully conducted in this city; and the number of new establishments and branches of old ones is a clear indication of the prosperity of the trade and the importance of the city.

The stock carried by these houses embraces full supplies from the best factories in the United States and from foreign countries. In each department there are rival houses contending for business, and making, of course, the most active competition, and bringing down prices to minimum rates. Her location, in the midst of a vast consuming section, offers so many and varied inducements to Southern and Western merchants that they cannot lightly be overlooked. The trade in groceries, dry goods, hardware, clothing, boots and shoes, hats and caps, millinery goods, etc., is particularly active; and the rival establishments spare no pains to make their stocks as complete as possible.

The attractions of Mobile as a jobbing centre are already so well known to the local retail trade, and to that of all Alabama and the adjoining States, that the dealers are content to buy at home.. They are among the most liberal, intelligent and far-seeing dealers in the country, and the closest buyers have tried rival markets time and again, and without bettering themselves. As regards quality and variety of goods, Mobile is equal to any city in the country, and the market will always be found adequate to the demand, extending all inducements which can be offered by larger cities.

THE WHOLESALE GROCERY TRADE.

Mobile, as a wholesale grocery market, has a fame ancient and honorable, and although the flood-tide of her prosperity was—as in all other Southern cities—arrested by the war, it has, owing to the great advantages of Mobile, returned in full force, and to-day her wholesale establishments are probably larger than ever before. Since the inception of the trade, the wholesale grocers of Mobile have had a wide reputation for clear-sightedness, integrity and shrewdness; and they are even now competing with rival markets on their own ground, and in many instances successfully. In this line more firms and capital are engaged than in any other wholesale branch in Mobile; and the rapid organization of new firms, and the opening up of new sections, bid fair to place Mobile at the head of the cities of the South in this as in other respects. There are in the city twenty exclusively wholesale firms, whose annual sales will amount to upwards of $9,000,000, in round numbers; and the far-reaching energy of her merchants will no doubt cause the sum total of next year's trade to show an increase of at least 15 to 20 per cent.

THE WHOLESALE DRY GOODS TRADE.

This is, after the wholesale grocery trade, probably the leading branch in Mobile, and, in addition to domestic goods, the choicest products of Europe here find a ready market. Mobile is noted for the nice discrimination and exacting taste of her buyers, and it is doubtful if any city of like size and population can show a greater variety of goods in this line. The stocks embrace all varieties of goods, domestic and foreign, and selected by the dealers themselves, thus insuring prompt delivery and the best articles. There are seven wholesale dry goods firms in Mobile, whose annual sales aggregate fully $3,000,000, and are rapidly increasing.

WHOLESALE CLOTHING.

In Mobile, as in other markets, the ready-made clothing trade occupies a prominent position. It has extended to all parts of the country, driving the tailors to a great extent from the market, while at the same time it places the best articles of clothing within the reach of all, at most moderate prices. The introduction of the sewing-machine has aided in a wonderful degree, in this as in other lines, the rapid and durable manufacture, and at the same time reduced the price of goods in a very perceptible manner. The trade in this branch extends all through the South, and is rapidly increasing. Four firms are engaged in the wholesale clothing trade, whose annual sales foot up at least $680,000.

WHOLESALE LIQUORS.

An extensive business is carried on in wines and liquors, some of the finest brands of foreign manufacturers being represented. The sales, which extend over the West and Southwest, aggregate $350,000.

THE DRUG TRADE.

The importation, compounding and dispensing of drugs, form a leading feature of the commerce of Mobile. As a drug market it compares with any Southern city, both in the amount of business transacted, and the advantages it offers to buyers. There are twenty wholesale and retail houses in the city, whose trade will aggregate $1,800,000.

THE HARDWARE TRADE.

It is not an easy matter to thoroughly write up the hardware trade of Mobile, both on account of difficulty of getting full statistics, and also of the different manner in which it is conducted from that of most cities. The larger houses import all the best goods of English, French and German manufacturers; agricultural implements, machinery for rice and cotton culture, ship and steamboat hardware, railroad supplies, and other articles too numerous to mention. There are three wholesale and four retail houses in this line whose annual transactions will foot up $800,000. The trade extends throughout the South and Southwest; and the dealers are making vigorous efforts to secure the trade of the rich and growing sections of Texas which adjoin Mexico, with the ultimate intention of securing a part of the Mexican trade.

THE FURNITURE TRADE.

The Southern taste in this line is proverbially fastidious, and Mobile dealers and buyers fully sustain the reputation of this section. No city North or South can exhibit more tasteful displays than are seen in the large furniture houses of this city. Eleven houses are engaged in this line, whose annual sales amount to an aggregate of $300,000—and whose goods are found all through the South and Southwest, competing with those of larger cities.

CARPETS AND HANGINGS.

The demand for oilcloths, carpets, wall paper and hangings, etc., has of late years increased to such an extent as to demand more than a passing notice. The Mobile dealers import all the finest English, French and Belgian goods in large quantities. Besides carpets of all grades and prices, they keep on hand oilcloths of all kinds, cocoa matting, window shades and wall papers, camp stools, hassocks from the costliest to the cheapest. Three firms are engaged in this line, whose annual sales will amount to several hundred thousands of dollars.

BOOKS AND STATIONERY.

There are in Mobile seven firms engaged in the bookselling and stationery business. They keep on hand a large and well selected stock of all the leading periodicals, all the latest novels and scientific works, text-books in French, German and other modern languages, and office, counting-room and school stationery. The sales aggregate $300,000, and are rapidly growing.

MUSIC AND MUSICAL INSTRUMENTS.

As a centre of musical taste and culture, Mobile may challenge any city in America; and her music houses contain goods equal in variety and excellence to any in the country. They carry stocks consisting of fine selections of sheet music, pianos, organs, melodeons, violins, flutes, guitars, banjos, accordeons; German silver, brass and field band instruments; in fact, musical goods of endless variety and description. The best European makers are represented, and the demand for all classes of goods is on the increase. Upwards of $250,000 worth of all varieties of musical insruments and music are sold annually.

JEWELRY, WATCHES, ETC.

Many large and important houses are engaged in this line, and all the leading and popular styles known to the trade are either directly imported or manufactured. The precious stones, too, can be obtained in an unusual variety, and at bottom prices. Watches, Swiss and English; fine jewelry, and other articles of vertu. Clocks of all patterns and designs are to be found on their counters. The annual sales approximate $150,000.

TOYS, FIREWORKS, ETC.

The trade in toys, fireworks, and other articles which come into general use on holidays, is quite extensive, and employs considerable capital. The annual sales amount to $30,000 and upwards.

PRODUCE AND FEED.

There are a number of firms engaged in this line of trade, and immense quantities of grain, potatoes, hay and other Western and Northern produce are brought here and sold, the sales footing up $700,000 annually.

THE ICE TRADE.

The warm summer months naturally cause a great demand for ice, and large quantities are received and sold here. Several firms are engaged in this peculiar line, their sales aggregating $75,000.

PAINTS AND OILS, GLASS.

In Mobile, as in all large cities, there are firms which deal exclusively in these articles. Pure white lead and pure lead in oil are sold in large quantities; also white zinc and colors, and paints of all kinds—chrome yellow, chrome green, American vermilion, Spanish brown, Venetian red; varnishes of all kinds, brushes, flint and emery paper; gilder's, painter's and photographer's supplies, etc. The trade in imported glass is also quite extensive; and there are also large stocks of American plate and window glass; colored and enameled fancy glass; demijohns, wine bottles, flasks, etc. The annual trade in all these articles combined will approximate $425,000.

MISCELLANEOUS WHOLESALE LINES.

We have now given some of the leading lines of the wholesale business in this city. Besides these, there are of course a large number of other

branches such as are always found at a large wholesale centre, aggregating many millions of dollars in the annual amount of sales, but we have not the space to notice each one of them. Suffice it to say that they are all in an exceedingly prosperous condition, and that they are extending their trade in every direction with great enterprise and energy. As a wholesale point no city in the country possesses advantages superior to those of Mobile.

THE MANUFACTURES OF MOBILE.

It is an axiom, as true as trite, that no city has been or can be permanently prosperous without manufactures. A prosperity based exclusively upon a commercial business must necessarily be ephemeral. A city which, for instance, depends upon any one or more of the great agricultural staples for support, business and growth, is liable to become paralyzed in her energies and interests, not only by failure in the production of such staples, but from their diversion to other points where eligibility gives them the advantage and preference as markets. Such also are the fluctuations in the price of articles of produce, that no certainty of successful operations can be relied upon ; and where uncertain, feverish and exciting speculation underlies the business of any community or city, there is no guarantee of permanent prosperity ; whereas, where manufacturing is carried on successfully there is a steady, healthful and substantial growth. These facts, then, however unwelcome they may be to strictly commercial men, prompt us to the consideration of Mobile as a manufacturing point.

The term *manufacture*, in its derivative sense, signifies *making by hand.* Its modern acceptation, however, is directly the reverse of its original meaning ; and it is now applied particularly to those products which are made extensively by machinery, without much aid from manual labor. The word, therefore, is an exceedingly flexible one ; and as political economists do not agree in opinion whether millers and bakers are properly manufacturers or not, we shall, if need be, take advantage of the uncertainty, and consider as manufactures what strictly may belong to other classifications of productive industry.

The end of every manufacture is to increase the utility of objects by modifying their external form or changing their internal constitution, and that the labors of both millers and bakers effect these things stands undisputed. Political economists also divide the essential requisites of production into two parts, viz.: labor and appropriate natural objects. But when applied to manufacturing industry, "success," they say, "depends upon a variety or rather combination of circumstances, partly moral and partly physical." Foremost among the former are freedom of industry and security of property. Happily for us that our republican form of government not only protects but fosters and encourages industry, while true republican principles make its faithful pursuit the "open sesame" to the enjoyments of its manifold benefits ; and property is adequately protected by governmental and legislative action, wherever honesty is the ruling policy. Another moral cause contributing, and in fact essential to eminence in manufacturing industry, is the general diffusion of intelligence among the people. By intelligence, in this connection, we do not mean merely the understanding necessary to enable an individual to become the maker or the master of a machine—for capacity to contrive and invent seems a part of the original constitution of man—but simply the exercise of his faculties in the application of practical improvements upon successful enterprise in invention or mechanical labor, and the approbation and rewards bestowed thereupon. The eminent positions at present occupied by the New England and other manufacturing States are due rather to their sound, intelligent and practical philosophy than to any physical advantages or original intellectual superiority. The foul tongue

of slander has caused to be circulated abroad that in the South mechanical labor was degraded to serfdom, or at best was but little appreciated. These slanders, for such they are, have been no doubt more effective in hiding our noble section from the attention it actually deserved, perhaps, than any other cause. We here assert it, and appeal to the intelligence of our country for confirmation thereof, that in no portion of America's broad domains is an honest and industrious mechanic held in higher esteem; and that, instead of frowning down on such, our children are educated to regard ignorance and idleness as vices, and that to add something to the aggregate product of their country's wealth is both honorable and praiseworthy.

Having dwelt at considerable length in a former chapter on Manufactures, we shall pass by the physical causes of success in manufactures, and examine the various branches of manufactures now in successful operation in this city.

COTTON SEED OIL AND OIL CAKE MANUFACTORIES.

The expression of oil from cotton seed, as every one knows, is a new thing, a post-bellum discovery in fact. However, in its marvelous modern development, cotton most forcibly illustrates that grand and comprehensive law of nature that *nothing is lost.* The great vegetable staple, to which the South can lay claim as her own absolute and undisputed property, has developed products, has shown uses, far beyond the most sanguine hopes of the wildest dreamer, and yet its possibilities are far from being reached, and are limited only by the capacity of the human mind (which is God's machine) in its wondrous power to contrive and invent. In the exercise of this faculty, the application of the best intellect to this end, genius has recorded brilliant triumphs, and universal mankind now hails cotton as one of Heaven's greatest blessings, and its various manufactured forms as signal victories in the stately march of civilization—victories of mind over matter. From the time that cotton ripens in the pod and dots the fields with its fleecy bolls, to the application of every particle of its substance, nothing is lost. From the boll is ginned the fiber, from the fiber comes the yarn, from the yarn the cloth is woven. Even did its utility stop here, it would still outrank in benefits all other vegetable substances. But the seed, until late years comparatively without value, under the influence of powerful machinery is made to yield an oil that has already become a most valuable article of commerce, and is made to perform many services. Exported to Europe, it frequently returns to us refined table oil, and not infrequently bottled and labeled "Olive Oil," and so clear an imitation that it has deceived the most expert *connoisseurs.* Another product has proven a successful substitute for lard in culinary matters. The meal, after the oil is expressed, is moulded into cakes and sold as stock-feed ; the refuse hull is used for fuel, and the barren stock (left to rot in the fields) makes an excellent fertilizer. This business is increasing in importance throughout the South, a number of new mills having been put into operation during 1883.

There are openings in this city for the establishment of such mills. We are in the heart of the cotton-producing country, freights are low, labor is cheap and the profits are large. Let some enterprising capitalist examine into this. We feel sure an examination will result in his coming among us.

COTTON AND WOOLEN GOODS MANUFACTORIES.

Concerning this industry we quote the following from the pen of Erwin Craighead :

"The interest in Southern cotton factories grows year by year greater and greater, and in no part of the United States do such enterprises flourish so uniformly successful as in the States along the Gulf Coast. The remarkable example of the Eagle and Phœnix Mills at Columbus tends only to show that,

under favorable circumstances and with wise management, cotton manufacturing in the South is not only successful, but successful beyond any other milling industry, either in this country or in England and France.

It is well known as a fact that while even the most carefully managed mills in the New England States have been forced to shut down, and some of them to close for good, owing to the conditions surrounding the business in that section of the country, there is not a single instance where a well handled, properly capitalized concern of this sort in the South has failed to make money. The dividends of Southern mills average fourteen per cent; those of the New England mills, scarcely seven. The reasons for this are evident. The manufacturer is nearer the raw material, he is nearer his market; he enjoys the advantage over the New England Mills of cheaper lands, of cheaper building materials, of longer working hours, of cheaper transportation of the raw material, of less loss of weight by handling of cotton, of lower prices, of a better opportunity to select first-class staple, of a mild climate where factories can be run at a less expense the year round, and where there is less loss by reason of sickness of employes and interruption of business in consequence. The Southern labor, although unskilled at first, is cheap and faithful.

These advantages, which may as a general thing be said to belong to all the Southern States, are possessed to the greatest extent by the State of Alabama. One other advantage not named above is of special moment, namely, the cheapness of the motive power. Since the successful working of the vast fields of Alabama coal, fuel has dropped from the extraordinary price of eleven to fourteen dollars a ton down to three dollars and a half to five dollars a ton, and is transported to almost every portion of the State by railroads radiating from the coal centre near Birmingham. Where coal cannot be easily obtained, there is an abundance of pitch pine, ash, oak and other firewood. Better still, even when both coal and wood are abundant, the water ways of Alabama, especially all through the southwestern portion of the State, provide motive power which is cheaply handled, and at the same time inexhaustible.

There have been several individuals and companies of individuals who have put these assertions to the test, and have embarked in the cotton manufacturing business in (and in the neighborhood of) Mobile. Some of these have succeeded —notably the Cherokee Mills of Mr. L. F. Irwin—and some have failed, but in every instance the failures have been caused by a combination of inexperience and poverty. The people who undertook the manufacture of cotton goods in competition with the New England spinners knew nothing whatever about the business, and were at the mercy of the men they chose to run the business for them. Often the men so chosen were incompetent and visionary, and soon had the enterprises well into debt. Then, again, the amount of capital was always ridiculously small, considering the work proposed to be performed, and unless a profit was made from the first turn of the wheel the whole enterprise went by the board. As a general thing, also, the enterprises were too small, the concerns too insignificant, to earn a respectable dividend, even if successful. No allowance was made for waste of time in getting the machinery up and to work; no provision was made for the payment of expenses until the goods had found a place upon the market; no individual or individuals watched the small economies and hunted for the small profits. It was in every instance a game of the purest luck, with all the chances favoring failure at the end of a few months.

It is claimed that even the misfortunes of the Southern people who have engaged in cotton spinning serve to show where and how other people can make a great deal of money. It is hardly necessary to repeat all the arguments. The intelligent reader will see them and feel their force. It is natural that cotton spinners should seek the place where the staple is produced. There

alone, surrounded by the broad fields of fleecy cotton and backed by the forests of inexhaustible fuel, or the streams which give him many hundred times the power he needs, he will turn the fibre into yarn and cloth, and will grow rich while his Northern competitors are becoming involved in bankruptcy.

The merits of this region for cotton milling are equally patent for woolen milling. The country is peculiarly suited for the growth of sheep, and the finest wool can here be obtained at a rate which gives the Southern spinner a great advantage. Since the change in the tariff more than twenty-five Northern woolen mills have shut down, and these depressed industries cannot revive in that country. The only hope is for the capitalist to come South, where the expenses are much lighter and the raw material less costly. The wool comes from Alabama, Florida and Mississippi. The mills at Ulman, Miss., take about fifteen thousand pounds, and those at Wesson, a great deal more. More attention is paid of late to the quality of the wool, and wool is better assorted now than ever before. There is money in wool at eighteen and twenty cents, and the average price in this country is twenty-five cents, thus showing that there is a good profit for the sheep raiser, while the spinner can get the article at a price which permits him also to gain something. The wool industry in this and the adjoining State of Mississippi is of older growth than that of vegetable farming, and has always been remunerative owing to the character of the climate. Sheep sell at from $1.25 to $3.00 a head, and a merino ram can be bought for $18.00. Anyone who has anything to do with sheep can calculate the increase. The expenses,where sheep range at will, are very trifling, including only the cost of collecting them at shearing time, and the cost of shearing them and baling the fleece for market. The sheep will range all winter. Of course where attention can be given them, and better food supplied, and protection against cold winds and rain be afforded, the character of the flock will improve and the value be materially increased. As a general thing, however, the sheep receive very little attention, and the handsome profit made by the owner is almost all pure gain.

GRIST MILLS.

This is an important line of industry in which Mobile holds a front rank among the cities of the South. The healthy condition of the business in this city speaks volumes of praise for the various firms engaged in it. They are live go-a-head men, and have done much towards the substantial growth of the city in which they have erected their smoke-stacks. There are seven firms or mills in this city who do an annual business of many thousands of dollars, and give employment to an army of operators.

CIGAR AND TOBACCO MANUFACTORIES.

Mobile has been for many years one of the leading cities in the United States for the manufacture of fine cigars and tobacco. Situated near to Cuba and other West India points noted for the production of the best tobacco in the world for cigar manufacturing, the facilities here for obtaining the very best quality in the raw material are unsurpassed, if equalled, in the States. Thus located, Mobile commands a large portion of this trade, and is one of the best distributing markets in the country. The commission and jobbing trade, with heavy capital, is enabled to carry large stocks, and with the forwarding facilities of rail and water, gives us superior advantages. Our carefully compiled data show that there are thirteen firms engaged in the manufacture of cigars, cigarettes, etc., and a large number engaged in the sale of tobacco and cigars. The total business of these various firms will probably reach $2,000,000. We find some difficulty in separating the business of these firms, as many or probably all of the wholesale grocers deal largely in cigars and tobacco.

BOOT AND SHOE MANUFACTORIES.

The finest French hand-made boots and shoes made in America, equal in every respect to the best and most fashionable Parisian goods, are manufactured in Mobile. Some are so superior that they are exported to foreign countries and find market in European cities. The majority of concerns are small, but this, in many instances creating rivalry, secures the very best workmanship and selection of the very best material. There are about forty firms thus engaged, whose annual business will reach $50,000.

BREAD AND CRACKER MANUFACTORIES.

There are a number of firms engaged in the manufacture of bread, cakes, and crackers. These firms are scattered here and there about the city, and supplying for the most part the demands of families. The reticence of some of these firms prevents our giving the figures.

Closely identified with these are a number of candy manufacturers, which do a large business, and stand high in the estimation of the public.

LUMBER AND WOOD WORKING ESTABLISHMENTS.

The lumber trade of Mobile is very great. It is destined to grow very much greater. Yet we venture the opinion there are but few, even of our best informed citizens, who have watched with sufficient interest its late developments and enlargements, or who have reflected upon the unlimited resources about us untouched, but certainly to be drawn upon in the grander conquests of that near and swift approaching future. We are so favorably located for the prosecution of this business, it would be really strange were this not the case.

Lumber for the Mobile market is not only brought by boat, but much of it is rafted down the river, while the schooners and other sailing craft navigate all the water courses that pay tribute to our doors, and when hundreds of these vessels are discharging their cargoes along the dock the scene would gladden the heart of a Norwegian and enthuse a lumberman from "way down in Maine." The extent of the business, however, can best be understood when it is stated that thirteen firms are engaged in the trade, preparing dressed lumber for the market, and that within the city there are no less than six saw-mills, each one conducted on an extensive scale, having all facilities in the way of improved machinery, employing a combined force of 400 men, and turning out manufactured products amounting to over two millions of dollars.

SASH AND BLIND FACTORIES.

Five sash factories, employing a large force of skilled workmen, are at present in operation in this city. In addition to the usual work done by such establishments, they pay special attention also to fancy scroll work and turning. The quality of their products is fully up to the standard established in other cities, and they offer as great inducements to customers as can be obtained anywhere in America. Dwellings, offices, churches and public buildings are fitted by the trade in a style of taste and elegance unsurpassed elsewhere, and which has commanded the admiration of parties from abroad. As large as the demand is for home consumption, it by no means disposes of the material turned out by these establishments, and large quantities of sash, window blinds and general finishings for buildings are shipped to Central and South America and the West Indies.

BARREL AND HOGSHEAD MANUFACTORIES.

The manufacture of cooperage stores is quite an important industry, and each year is increasing in volume. This business, in all departments, gives employment to about forty hands, and a total business of about $30,000 is done.

FOUNDRIES AND MACHINE SHOPS.

Important among our miscellaneous industries are the foundries of the city, which produce a great variety of cast work, and are in a flourishing condition. These foundries have served an important purpose, besides the general prosperity they have so largely contributed to produce in the business affairs of the city, in demonstrating that this class of industries can be carried on here as cheaply and with as much profit as elsewhere in the country, and hence it is no longer an experiment as to the availability of the place as a centre for the foundry business. The natural advantages are here, and all we now need is more capital to make this one of our great industries.

TANNERIES.

In the tannery industry we are far in advance of any other Southern city of equal or very nearly equal population. Indeed, our advantages for this line of manufactures are incomparably superior to those met with in other sections of the South, and it is not improbable that it will outstrip many of our Northern cities in this great and eminently profitable department of manufacturing industries. Every material used can be had here at the minimum of cost, and our local water advantages are of the greatest importance.

CONCLUSION OF MANUFACTURES.

In the brief space we had, we have noticed hurriedly a few of the leading lines of the manufactures of Mobile, but it must not be inferred that they constitute all, or even a principal part of our manufacturing industries. We have a vast variety of manufactures, great and small, that want of space has prevented us from mentioning specially, and it is a significant fact that in this great and important department of business there has not been a failure of any considerable magnitude in the entire history of the city. This, of itself, speaks an eloquence for the manufacturing advantages of Mobile more effective than any voice can command, or any pen can indite. Looking at the situation and surroundings of this city, considering its manufacturing advantages in the light of the great laws of industrial economy, no less than as experience in all, or nearly all the leading lines of mechanical production have shown them to be, we are profoundly impressed with the conviction that no city in the South possesses so many, so varied and important advantages for a great manufacturing centre as the city of Mobile enjoys.

In conclusion, we would say that Mobile should not be content with what she has already done. Her commercial destiny exacts something more than self-complacent reflections on what she has accomplished; for surely, if there is a spot on the habitable globe on which nature in the collocation and accumulation of her stores of mineral, manufacturing, commercial and agricultural wealth has smiled benignantly, aye, munificently, broadly, generously, it is on this city. If intelligent foreigners, having the control of European capital, could be induced to scale the walls by which the pretensions of neighboring communities endeavor to hide us from view, and come here and examine for themselves the resources and capabilities of Mobile and of Alabama—study as suspiciously as they please the social and moral character of her citizens, whether commercial men or not, find them, as they will, homogeneous as a population, conservative in sentiment, rarely tainted by fanaticism, willing to let everybody *live* and to live happily themselves, and doubly anxious to join in the development of the natural wonders of this section—if capital from abroad, following the most purely selfish instinct, were to come here seeking investments, nowhere could they be found more secure than in the internal commerce, the manufactories, the mining enterprises of Alabama—in her public stocks and in her real estate.

Mobile, we say then, must not confine herself to what has been worked out of the soil by hard licks of industry and the sweat of labor. To do so is to sin against nature. These vast coal mines and mineral deposits; these boundless forests and their almost illimitable water-power, and marvelous commercial and manufacturing advantages, admonish us of the policy and duty of making use of them. They were not given us without a purpose, and the sooner they are put to the purpose for which they were designed, the sooner will wealth, prosperity and influence be obtained. Indeed, we may build ten thousand miles of railroads—we may have a complete network of railroads all over our section—but what robbery to our children if they only lead to the doors of Eastern manufacturers! We may fill the ocean and rivers with steamboats but to enrich the sterile soil of other States. Let us reach out, then, and grasp the keys that will unlock for us the teeming vaults. Development of our resources means low taxes and extension of commerce, a multiplication of industries, a utilization of our wasted forces, and swift and sure growth of our city. It means more—it assures an increased intelligence, and all the blessings of a rational existence and of a higher and more benign civilization.

New England has held the scepter of commercial supremacy, unmerited, uninherited, long enough; it is tumbling in her palsied grasp. We are wrenching it from her, finger by finger. Let us forget our youth; let us forget our old age, and move onward! The future is before this city brighter than we can read it; but all must strive with unanimity of purpose—heart, hand, brain and money. So let our purpose be directed. We invite mechanics and laborers, merchants, manufacturers and capitalists here, cordially, heartily. The laborer shall be found worthy of his hire. His hire shall be meted out according to his deserving. We want men of energy, men of action, men of brains—above all, men of integrity, men of enterprise, who have the manhood to undertake great works, and the capacity and courage to carry out the undertakings. If any such there be, again we say: "Whosoever will, let him come."

A. J. DUPREE,

——DEALER IN——

OAK, ASH AND SLAB

WOOD,

YARD:

AT HEAD OF WATER STREET.

Families and Hotels Supplied Promptly at Lowest Rates.

LEADING BUSINESS HOUSES

—OF—

MOBILE.

We present to our readers and business community herewith a brief historical review of the prominent business houses and manufacturing firms of the City of Mobile.

It will be interesting as an exhibit of the growth of the city for the past thirty years. The notices, as a group, embrace numbers of substantial and enterprising firms in every department of trade, including many specialties not to be obtained in any other market, and will be an assurance to those contemplating a visit for the purpose of purchasing supplies that their every want can be fully satisfied, on as favorable terms as at any point in the United States. No firm of any prominence has been willingly excluded.

Le BARON & SON—*Commission Merchants and Dealers in Cotton and Lumber, No. 4 North Commerce Street.*

After cotton, the next greater of Mobile's commercial interests is the trade in lumber. The almost inexhaustible yellow pine forests, which extend from the Gulf coast into the interior for over a hundred miles, furnish an abundant supply of the raw material; and, to utilize this, hundreds of men and scores of mills are constantly employed to convert the trees, first into saw-logs and then into lumber, for shipment to all parts of the world; for we believe it is generally conceded that for many building purposes lumber from the long-leaf pine (*Pinus Australis*) is unexcelled by that from any other growth. The convenient and cheap shipping facilities for this product give to Mobile advantages not enjoyed by any other port on the continent. Figures and additional data under this heading are to be found in our general review, and therefore we refer to them at this time to call attention to one of the oldest, if not the very oldest, lumber house in the city, that of Messrs. Le Baron & Son. This house was established by Chas. Le Baron, the father of the present senior, in 1839, under his own name, and after the war the present firm name was adopted, and has been continuously in existence ever since. Large quantites of lumber pass through their hands; and, with favorable business relations with the mills, their facilities for executing orders on the best possible terms for consignees are of the very first order, and the large experience of the house in this line enhances their advantage. They ship every year almost 1,000,000 feet of lumber, mostly to Spain, Mexico and Cuba, obtaining this supply as needed from the mills in the vicinity of the city. In addition to their trade in lumber, they are also shippers of cotton to Europe. This firm is one of the most solid, as well as one of the oldest, in the city, and, if firm integrity, intelligence, energy and enterprise are of worth, should command the confidence of all business men. Mr. Wm. A. Le Baron, of this firm, is the consul for Spain at Mobile, a position he has held since his father's death in 1881, and which has been in the family for many years, a distinguished mark of the confidence reposed in him by our own and the government of Spain.

DANNER LAND AND LUMBER CO. — *Successors to A. C. Danner & Co.; Office, No. 44 St. Francis Street.*

The enterprise displayed by those engaged in the lumber business at Mobile has been and is of such an active and aggressive character as to center at this point an extensive trade, and give every assurance of rapid increase and development. Many operators in this direction are now transacting a business that involves a large amount of capital, and results in a product the dimensions of which are almost colossal. Among such the Danner Land and Lumber Co. must be accorded a conspicuous and justly prominent position. This enterprise was established in 1868, by Messrs. Danner and Allman; the following year the firm name was changed to A. C. Danner & Co., and in August, 1883, was incorporated under the laws of the State as the Danner Land and Lumber Co. This company own and control nearly one million acres of long-leaf pine land, and are prepared to fill orders for any quantity or description of Southern pine or cypress lumber, timber or shingles. Saw-mills located at Moss Point, Webb's Landing, Hurricane Bayou, Bayou La Batre and Scranton are operated by this company, and they are provided with the most modern and best improved machinery. Their planing-mill, at the N. E. corner of Water and Madison Sts., has large facilities, in the way of grounds, dock, water-front, and railroad switches, for the convenient handling and shipping of their products. This mill has ample steam-power for turning out 30,000 feet of lumber per diem, running four planers. The company also have shingle and lath mills commensurate with their business, and the employees required for the successful prosecution of their immense trade number from 500 to 700, all skilled in the various departments in which they are engaged. The following is a statistical report of the shipments made by this company for the year ending Sept. 1st, 1882, from Mobile to the United Kingdom, Europe and West Indies:

TO	Number of Vessels.	Tonnage of Vessels.	Hewn Timber, No. Cubic Feet	Sawn Timber, Cubic Feet.	Pine Timber, Superficial Feet.	Cypress, Superficial Feet.	Shingles.	Staves.
United Kingdom	5	4,151	150,491	27,298	187,831	.....	.....	52,207
Continent of Europe	36	18,763	204,633	264,803	7,476,330	14,149	.....	53,828
Coastwise and W. I.	27	8,715	169	37,020	3,402,832	1,640,567	1,450,350	.....
Totals	68	31,629	355,293	329,121	11,066,993	1,654,716	1,450,350	106,035

Desirous of getting men from the North, to put in mills on their land, this company offers very liberal terms, and will furnish mill-sites and timber to responsible mill-owners, as can be ascertained by correspondence with Mr. L. E. Brooks, the Land Commissioner. The officers of the Danner Land and Lumber Co. are Mr. A. C. Danner, president; Mr. Geo. W. Robinson, vice-president; Mr. E. L. Brooks, land-commissioner; and Mr. J. C. Strong, secretary and treasurer. Mr. Danner is president of the Bank of Mobile, and has for many years been identified with the manufacturing interests of Mobile, having taken an active interest in local affairs affecting the growth and welfare of the city, and therefore needs no further comment at our hands. Mr. Robinson of the firm Robinson & McMillan, a gentleman of large business experience, resides at Stockton, Alabama, about forty miles from Mobile, at which place they operate a very fine mill, cutting cypress lumber. They are also largely engaged in the manufacture of shingles, have a large turpentine orchard, a general store, do a large timber and wood business, and own about fifty thousand acres of land. Mr. Brooks is president of the Mobile Board of Trade, is vice-president for Alabama of the Southern Immigration Association, and during his business career in this city has shown himself to be a man of marked business ability, energy and enterprise, and Mr. Strong enjoys the confidence and esteem of the public. The company is represented in London by Messrs. Geo. Shadbolt & Son, No. 11 Billiter Square, and in Liverpool by Messrs. James Browne & Co., No. 19 Tower Building. This important enterprise, which disseminates the products of this section over this country, Europe, and the West Indies, has been of great benefit to the commercial and manufacturing interests of this part of the South.

WM. H. ROSS & CO.—*Cotton Factors and Commission Merchants, No. 24 North Commerce Street.*

The house of Wm. H. Ross & Co. has had such a momentous influence in promoting the cotton trade of Mobile as to require special recognition in this work as an institution promotive in the highest degree of those commercial facilities and resources for which this city has become so widely celebrated. Ample and convenient offices and sample rooms are occupied by this firm at No. 24 North Commerce Street, and the facilities for realizing the highest market prices on all consignments are unsurpassed. All cotton consigned to them is covered by an open policy of insurance as soon as on board of boat, unless otherwise previously instructed, thus protecting the interests of all parties concerned. With unusual facilities, and large experience, it is not a matter of surprise that the trade enjoyed by this house should be a most extensive one, covering most of the cotton-growing States, and consignors in this and adjoining States may fully rely upon receiving that attention to the sale of their products justly in keeping with the standing of this well-known establishment. The individual members of the firm are Messrs. William H. Ross, Frank L. Ross, Jack F. Ross and Henry D. Lesesne, gentlemen who are highly esteemed in Mobile for both social qualities and business ability. Major Wm. H. Ross is president of the Factors' and Traders' Fire and Marine Insurance Co., one of the solid institutions of Mobile in this line. The business of this house is conducted with the conservative liberality and reliability that has always entitled it to the confidence and popularity it has so largely enjoyed.

FACTORS' AND TRADERS' MUTUAL INSURANCE CO.—*Office in Company's Building, 9 St. Michael Street.*

Capital, $150,000; surplus, $37,500—capital and surplus, Dec. 15, $187,500.00. Write fire and marine risks at fair rates. Wm. H. Ross, president; Wm. A. Buck, secretary. Directors: Wm. H. Ross, of Wm. H. Ross & Co.; J. Whiting, of Baker, Lawler & Co.; Jno. Marshall, of Marshall, Davis & Co.; Lyman C. Dorgan, of Dorgan & Abbot; J. Pollock, of J. Pollock & Co.; Thos. S. Fry, of Robbins, Wilson & Co.; Ferd. Forchheimer, of M. Forchheimer & Co. This company was chartered in 1870, and from that date has done a good business, usually making a good showing at the annual stockholders' meeting—declaring good dividends, and steadily increasing their policy writing. The officers and directors are gentlemen of well-known capacity and integrity, inspiring entire confidence in the community. No insurance company in the Southern country, of no larger capital stock, is on a sounder basis than this one.

LOUIS TOUART—*Cotton Factor and Commission Merchant, No. 52 Commerce Street.*

It is scarcely necessary that we should in this sketch call attention to the importance to Mobile of the cotton trade. The subject may be found elaborately treated of elsewhere, and details in regard to this leading branch of commerce, more appropriately collated, in our general review. Suffice for present purposes that it behooves the growers of "the fleecy product" that their crops should be entrusted for sale to merchants of known intelligence and integrity, men of experience in the business, men who enjoy the full confidence of their fellows. The gentleman whose name heads this article fully meets all these requirements, as is fully attested by several circumstances. Now in the prime of life, most of which has been spent in Mobile, his entire manhood has been devoted to the handling of cotton. Receiving his first lesson in this intricate trade in the old ante-bellum house of Mr. C. Dickinson, he opened a house of his own "when the cruel war was over," and in a little while succeeded in building up a very substantial business, amounting now to an average of some eight to ten thousand bales, received mostly from the lower counties of Alabama. He has all the facilities for satisfactorily handling all the cotton that may be consigned to his firm, and attending to any other business in his line. Mr. Touart has been for several years president of the Washington Fire and Marine Insurance Company, and regularly employs five clerks, etc., to assist him in the conduct of his business.

ZADEK & CO.—*Importers of Diamonds, Watches, Clocks, Fine Jewelry and Fancy Novelties, corner St. Joseph and Dauphin Streets.*

In giving a detailed account of the business advantages of a city, it is always necessary to select the best houses, known to do business on strictly commercial principles, and those who carry a stock large enough from which to select. The above establishment is one that we think deserving of more than a passing notice in these pages. They carry an extensive assortment of American and imported watches, diamonds, jewelry of all kinds, a full line of sterling silverware from the most popular manufactories in the country, silver-plated ware that is guaranteed to stand the test of years, mantel and office clocks, jardinieres and fancy goods in general. Here is displayed, in almost endless variety, one of the most extensive assortments of diamonds, jewelry and precious stones to be found in any city, amounting in the aggregate to $80,000, and displayed in a room which for elegance and beauty is seldom surpassed. The proprietor, Mr. Zadek, is a native of Germany, and served a rigorous apprenticeship, fitting him fully for the conduction of such an enterprise.

Our best citizens have for the past twenty years found here an assortment which has been all that heart could desire to select from, and the trade is yearly assuming increased proportions, reaching quite extensively into the country in the way of an order trade. Six of the most expert workmen are here given constant employment at liberal wages, from whom the proprietor requires the most perfect work and the most careful attention to directions given. The store-room occupied is attractively furnished, and the stock evinces the highest taste and good judgment of the proprietor. His attractive establishment, excellent workmanship, and honorable method of conducting his business, have materially contributed to the success that has crowned his efforts in the enterprise, which is a credit to Mobile and a pride to our people. With his moderate charges, it requires no prophet to see the future enlargement of this industry and the increasing business sure to follow.

F. S. FREDERIC—*Dyer, 258 Dauphin Street.*

This establishment is the most important one of the kind in Mobile, and does an immense business in the dyeing and scouring line. The premises occupied are located at 258 Dauphin Street, and are the most completely equipped in the city. Mr. Frederic, whose experience is very great, gives the work his personal supervision. All kinds of garments are dyed and renovated, from the most delicate silk to the rougher wearing apparel. Pantaloons and coats dyed and scoured by Mr. Frederic's process look equal to new in every way, and more than doubly save the price paid. Special attention is given to ladies' and children's wearing apparel. The cleaning of silks, ostrich feathers, etc., by Mr. Frederic has always been a success, and one reason of this is because his manner of treating the articles dyed and scoured is far superior to that of any other establishment—and he of course gets the larger bulk of trade in the city. He is a gentleman who is pleasant and courteous in his business intercourse, his constant study being to give his patrons complete satisfaction, and he ranks high among the business men of the city.

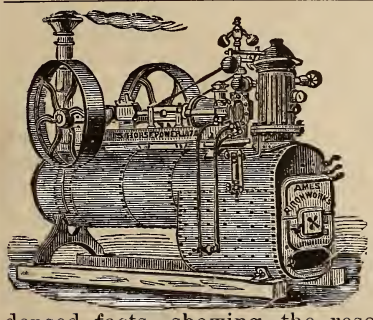
A. Du MONT—*General Insurance Agent, 44 St. Michael Street.*

Insurance represents largely the money interests of every city, and in Mobile, as elsewhere, is entitled to prominent mention in a work setting forth the various enterprises and industries of the city. Among other companies, Mr. A. Du Mont, at 44 St. Michael Street, represents the New Orleans Insurance Association as general agent, and has already established about fifty sub-agents in the States of Alabama and Florida. This company are reliable, their assets being about $600,000.

Marine risks are accepted on cargoes and freights at the lowest rates, and on the most favorable terms—losses payable at the banking house of Kraentler & Mieville, London, England. Owners of ships and cargoes will find it to their interest to consult with A. Du Mont, agent in Mobile. He also represents the New England Mutual Life Insurance Company, and other companies can secure his services by correspondence. The business conducted by him amounts to about $50,000 in premiums annually, and compares favorably with similar enterprises in this or other cities.

ALABAMA GOLD LIFE INS. CO.—*34 St. Francis Street; T. N. Fowler, Secretary.*

Within the past twenty-five years the life insurance business has increased to such proportions as to almost stagger belief when we view the figures which express the annual transactions of the larger companies, especially the English ones, some of which carry assets amounting to twenty or thirty millions of dollars. Of the incalculable benefits which accrue to those who take policies in them, there can be no doubt, and thousands of families (who but for the care and forethought of their head would be destitute) can bear testimony to the truth of this statement. The name of the company which heads this article is a synonym among our citizens for probity and upright dealing, as all can testify. Its officers are among the staunch and reliable business men of our community, and they conduct the affairs of the company with sound judgment and ability. The company pays promptly all demands, and is noted for the reasonable rates at which it insures. The officers are—A. P. Bush, president; Thomas Henry, senior, vice-president; T. N. Fowler, secretary. As regards the standing of the company there is no question, and the city may well be proud of an institution which reflects so much credit upon the city and State, which fosters and encourages its growth.



A. KLING—*Home Industry Foundry, S. E. cor. Water and State Streets.*

There is much that is of more than ordinary interest in the contemplation of the rise and progress of the iron interests associated with this city. Its development in its various branches has called into active employment numerous laborers, and exhibited as high a degree of executive and financial ability as any operation in which human energy and enterprise have been employed. So far from merely presenting a compilation of statistics and condensed facts, showing the resources and business status of the city, it is compatible with the nature of this work to review in detail those enterprises which exert especial influence upon the industrial and commercial standing of the city. It will be found upon examination of this work that Mobile is not deficient in that enterprise and progress which has done so much to develop the resources of the country. In 1836 the original house was founded from which the Home Industry Foundry was established, and in 1869 the firm name was changed to Meyers and Kling, Mr. Kling assuming exclusive control in 1879. Upon succeeding to the business, Mr. Kling purchased more ground and new machinery; and the machine shop and moulding room, both substantial brick buildings, together with the blacksmith shop and yard, occupy one-fourth of a square. The manufacture of steam mills and other machinery, brass and iron castings of all kinds, iron railing, cemetery fences, verandahs, office railing, doors, shutters, etc., is extensively carried on here, from forty to fifty men being employed, as the trade demands. None but skilled mechanics are engaged, and good wages are paid, thus insuring the best work possible in both manufacturing and repairing. Steamboat machinery and mill work are made a specialty, and Mr. Kling furnishes competent men to put up all kinds of work. Country orders are promptly attended to, and blacksmithing of every description is an important feature of the work done here. The trade extends through Alabama, Mississippi and Florida, and there is a fine prospect for further increase. Mr. August Kling, the proprietor of Home Industry Foundry, was born in Baden, Germany, and, having served an apprenticeship to the trade, has a practical knowledge of the business in which he is engaged, keeping pace with the improvements of the age in all departments of his enterprise. During his long and prosperous business career he has shown himself to be a man of marked business ability, energy and enterprise, to which qualities his present high standing in the commercial world is largely attributable.

J. H. SNOW—*Musical Instruments, Pictures, etc., 102 and 104 Dauphin Street.*

In taking up for detailed examination the various representative establishments in the many branches of commerce here represented, we are not likely to overlook the Great Southern Music House established in 1855 by Mr. Snow. He has, by able management and a thorough conception of his business, built up a trade and attained an eminence to which few of his compeers in this section of the country can lay claim. Mr. Snow having had years of experience in teaching music in Mobile, prior to this date, decided that the musical portion of Mobile citizens would sustain an establishment that would be a credit to the city. The result was an elegantly arranged and handsomely fitted up temple of music, which was filled with pianos, organs and musical instruments of the standard manufacturers of the world. Mr. Snow is thoroughly conversant with all the qualities, good and bad, of every piano and organ in the market, and it is his desire to continue the high standing of the house, and it is safe to say that there is no more profitable or pleasant a place to transact business than at these warerooms. Mr. Snow is sole agent for the sale of the following well-known make of pianos: Chickering, Wm. Knabe & Co., Kranich and Bach, Wm. E. Wheelock & Co., Chase, and other good makes; organs, manufactured by Geo. Wood, New England Co., American, Sterling, and Bridgeport organs. In addition to his musical instruments, he carries the largest stock of picture frames and mouldings of any house in the South, having on hand a stock of over 100,000 feet of the latest style of mouldings, and from 1,500 to 2,000 frames ready made, and is prepared to manufacture to order 150 frames per day. The picture and frame business was added about eight years ago, with no idea of its growing to such an extent. He started a branch office at Pensacola, which bade fair for success, but the yellow fever checked its prosperity somewhat. The other branch office, at Meridian, is doing remarkably well, and meeting with great encouragement. We might attribute this in a small degree to the firm's name, as Mr. Snow is one of our most honored citizens, whose name is a by-word for stability, integrity and straightforwardness. The manner in which this house conducts its business is such as to enable those in the most moderate circumstances to enjoy the advantages of the best musical instruments, on a plan which involves small periodical payments. Any commendation of the house at our hands would be superfluous, but we feel at liberty to say in conclusion that those who effect transactions with this firm will derive advantages that cannot be readily accorded elsewhere.

P. W. WALSH—*Groceries, Wines and Liquors, Corner Government and Royal Streets.*

Exercising an important function, in furnishing to the citizens of Mobile the necessaries and luxuries of life, the grocery trade forms one of the most extensive and noticeable features of the city's commercial interests. A representative house in this line is that conducted by Mr. P. W. Walsh, at the corner of Government and Royal Streets, where may always be found a complete line of staple and fancy groceries, provisions, produce, foreign and domestic fruits, canned goods, confectioneries, queensware, glassware, notions, tobacco, cigars, wines and liquors, selected expressly for his own trade, offered at the lowest ruling rates; and careful attention is given to the prompt delivery of goods to patrons in any part of the city. Mr. Walsh occupies a large brick building, with three stores front on Government Street and two stores front on Royal, fitted up for the convenient transaction of the immense custom he has attained. Five courteous and attentive employees are required to serve the patrons of this establishment, and a dray and delivery wagon are kept in constant use. The trade is confined mostly to the city, but orders are filled for stations outside also. Mr. Walsh is from Europe, but has resided in Mobile for thirty years, and has been engaged in his present business since the war. The experience and business qualifications brought to bear in the operations of this house must commend it to the highest public consideration. The location of this enterprise, and the thorough adaptation of Mr. Walsh to the business in which he is engaged, guarantee that prosperity which is associated with the growth and development of our city.

GAGE & CO.—(*Successors to Chas. P. Gage & Co.*) *Wholesale and Retail Dealers in Ice; Wholesale Depot and Office, 35 and 37 South Commerce Street; Retail House, corner Conception and St. Francis Sts.*

It is scarcely necessary to elaborate the importance of the ice trade to commercial and business interests of a city like Mobile, where the heated term lasts several months of the year. And it is gratifying to those people of slender means who, from the necessities of their condition, are unable to seek a cooler climate, to know that they have such excellent facilities here at home for counteracting the climatic influence. About 1837 Mr. Chas. P. Gage established this house, and it has enjoyed a continuously successful career up to the date of this writing. The founder of the house being a large hearted man, but withal a man of thorough business habits, carried both qualities into the management of his affairs, and success crowned his efforts to that extent that in a few years he was counted one of Mobile's richest and, at the same time, one of her most liberal and public-spirited citizens. After his death the present firm succeeded to the business, and by manifesting a liberal spirit and at the same time adhering closely to business rules, have retained their old and added many new customers. The firm consists of Messrs. Addison, Gage & Co., of Boston, and is represented here by Mr. Robert Gage, a well informed and gentlemanly person, who has large experience in this specialty, and is especially qualified for the trust reposed in him. The house is also represented at Charleston, Savannah, Galveston and New Orleans. They deal exclusively in natural ice from Boston, where it is frozen in the clear lakes and streams of that healthful climate by nature's process, and is consequently of necessity pure and free from impurities of any kind. They employ seven men steadily, and in summer the force is trebled, the trade extending all over Alabama, Mississippi and Florida, and consuming annually from 6,000 to 7,000 tons of ice. Their facilities are ample, and the whole block of buildings where their wholesale branch is located is occupied for storage and other purposes connected with their trade. Many of their customers have been dealing with them for twenty-five or thirty years, and this long continued patronage shows the high estimation in which it is held. They supply customers at home and from afar, in any quantity and at the lowest possible price. The long and successful career of this firm is due to its liberality, integrity and upright dealings in all business transactions. Mr. Chas. P. Gage, the founder of the house, served several terms in the State Legislature, and also in the councils of the city—a sufficient evidence of the esteem in which he was held by his fellow citizens.

W. F. HUTCHISSON & CO.—*Slaters and Dealers in Roofing Slate, 38 North Royal Street.*

Every business venture that evinces in its conduction genuine enterprise and energy, is entitled to due consideration in a work of this character. Among the many prominent houses in the city of Mobile we notice that of the above named firm. They employ experienced hands and carry a large stock of goods, consisting of American slate, ridge tiles, which they are prepared to offer to the trade on the most reasonable terms and at low rates.

The above named gentlemen are energetic business men, who have entered into partnership for the purpose of carrying on the slating business in all its branches, and respectfully solicit the patronage of contractors and builders, owners or agents of property, and those contemplating building. They deal exclusively in roofing slate, and make a specialty of repairing and fancy work. Country orders solicited.

Mr. Hutchisson is the business manager of the firm, and will estimate and contract for work, and designs for fancy work will be furnished upon application. Mr. Williamson is a practical slater; has had twenty years practical experience in the business, and will have charge of all work entrusted to them. All orders will receive prompt attention and satisfaction guaranteed on all work done by them. The trade of this house is general throughout this section of the country. This enterprise is identified with the business industries of Mobile, and by earnest application to business, backed up by a thorough practical experience and commercial integrity, the firm have won for themselves a prominent place in mercantile circles.

BENJAMIN WARD—*Druggist, corner Conception and Dauphin Streets.*

Mr. Ward conducts one of the best regulated stores in this line, as is evidenced by his long and prosperous career. Being a practical druggist, he is a careful compounder of prescriptions, and hence enjoys a large city prescription trade. His stock of goods are pure and free from adulteration, and he purchases of none but firms of well-known reputation. He has a very large and well selected stock of goods (both in the line of drugs and fancy goods) to select from, including everything usually carried in a first-class drug store. His charges are moderate, his dealings are liberal towards his patrons, and he enjoys a prosperous trade, as is shown by his extensive patronage. He is the manufacturer of Ward's Tolu Chewing Gum, Soluble Medicated Bougies, Ward's Cod Liver Oil and Lime, Ward's Millefleur Cologne, Ward's Circassian Powder, Ward's Antiseptic Fluid, Doctor Deason's Tooth Powder, Doctor Shaw's Tooth Powder, and other cosmetics, too numerous to mention. He enjoys in an eminent degree the confidence of the medical fraternity in our city, and is entitled to the favorable patronage of the entire public. His building, at the northwest corner of Conception and Dauphin Streets, is one of the most imposing and beautiful structures in the city, and is fitted up in every respect for the proper display of his goods, and in neat and tasty appearance it is unsurpassed in the entire South. The electric light at nights gives it a very cheerful appearance. Nothing in the line of drugs but can be found here, and in large quantities; and his own special preparations, as enumerated above, are not surpassed for purity and proper preparation in the country. It gives us pleasure in writing a commercial history of a city to note such houses, that are doing so much in their special line to elevate the profession they have chosen. Mr. Ward's trade is largely an order trade, reaching over the entire South, and our readers will find it difficult to form the acquaintance of a druggist with whom they will enjoy business relations better than with Mr. Ward.

REED & WALLACE—*Photo. Art Rooms, 81 and 83 Dauphin Street.*

Photography within the past ten years has attained a perfection never before dreamed of by even the most sanguine admirers of the art, and in no city has the advance been more marked or rapid than in Mobile. The gentlemen whose names head this article are two of the most skilful photographers in Mobile; and they have, with the beginning of the year, opened, under the most favorable auspices, art rooms furnished with the most approved appliances of the photographic art, and fitted out regardless of expense in a style equal to any rooms in the country. Over one thousand dollars were spent on the skylight alone, and the other appointments are on the same scale; in fact, no expense has been spared to make this gallery what it is—the leading one in Mobile, both in fitting up and in the quality of the work done. Those who have already sat for their portraits will bear testimony to the superlative excellence of their work. Visitors to Mobile should not fail to pay them a visit, and an hour spent in their rooms will most assuredly repay most richly the expenditure of time.

GEORGE F. WERBORN—*Upholsterer, 143 and 145 Dauphin Street.*

Among the industries which it becomes the special province of this work to display is the house of Geo. F. Werborn, which has had a successful business career of one-third of a century. The premises occupied are commodious, contain all the latest improvements for conducting this business, and the store-rooms are handsomely fitted up. He deals in first-class furniture, as well as in oil-cloths, carpets, curtains and curtain materials, wall and decorative papers, borders, gimp, tassels, cord, window shades and cornices, mattresses, etc., and keeps a full line of all kinds of upholsterer's materials. All kinds of upholstery work will be made to order as desired.

Mr. Werborn's trade is quite large throughout the city, and has a large country demand, which he supplies. Mr. Werborn is a wide-awake, energetic business man, thoroughly conversant with the requirements of the trade, and by his upright course and courteous manner has won the esteem and respect of the community in which he is located. We must accord to this gentleman the credit of being in a position to afford advantages to his patrons.

F. P. ANDREWS & CO.—*Commerce Street Mills and Wholesale Grain Dealers, Cor. Commerce and Government Streets; Branch Store, No. 44 North Commerce Street.*

In a work devoted to an exposition of the various industrial pursuits of Mobile, in a manner to be not only serviceable to those who conduct the different business enterprises of the city, but also with a view of serving the consumer with information relating to the resources and facilities of supply of this community, the grain and milling business, as one conducing to the public good, should have its full quota of recognition in these pages. The enterprise of Messrs. F. P. Andrews & Co. was started soon after the war under the firm name of Ober, Anderson & Co., the present firm succeeding to the business about eight years ago. The premises occupied by this firm consist of a three-story brick building at the corner of Commerce and Government Streets, with a branch store at No. 44 North Commerce St. In the mills all the machinery and appliances are of the most complete design and system, and an engine of 60-horse power capacity is required to furnish motive power. Great care is taken in this process to retain all the nutritive properties of the grain and eliminate the worthless portion. Mr. Andrews has established a reputation for his hominy, meal and grits, extending throughout the adjoining territory. In the wholesale department of grain a large business is transacted through Florida, and north and west of Mobile. From fifteen to eighteen hands are employed, and Mr. Andrews has entirely remodeled his mill and runs five set of stones. Mr. Andrews has resided in Mobile for the last twenty years, and in this enterprise has attained a prominent position in the trade, his business amounting to almost half a million each year. Much credit is due him for the enterprise and ability he has displayed in developing this branch of industry, and carrying it to its present high and successful position, contributing largely to the reputation which the city holds as a commercial and manufacturing point.

CHAS. MOHR & SON—*Pharmacists, S. E. Corner Dauphin and St. Emanuel Streets.*

There is, perhaps, no branch of business which requires a higher degree of knowledge, business sagacity and experience than that of the pharmacist; and, in this connection, we notice the excellent and extensive establishment of Charles Mohr & Son, located at the S. E. corner of Dauphin and St. Emanuel Streets. The business was started originally in 1857, and has been under the present firm only one year. A full line of goods is carried; their trade is mostly local, but they are also filling orders, for which their well-selected stock offers every advantage, furnishing supplies of drugs and medicines of the best quality. They are manufacturing many of the required preparations. The premises consist of the first floor, which is conveniently and attractively arranged with a complete assortment of pure drugs and chemicals, and all other requisites of a complete dispensing establishment, connected with a well-equipped chemical laboratory for the manufacture of the various pharmaceutical preparations used in the work of the analytical chemist. The large and varied stock is frequently replenished, and always kept fresh and of the best quality the market offers. Besides a complete assortment of pure drugs and chemicals, all the popular medicines, a full line of druggists' sundries, perfumeries, and a great variety of fancy toilet articles, such as are usually found in a first-class drug store, are always kept on hand, with the various styles of trusses, supporters, and a stock of their famous American Farina Eau de Cologne, put up in styles to suit the taste and purse of everyone. The assistants are experienced, competent, and attentive to the wants of all patrons. It is difficult to find a store more thoroughly fitted up with every conceivable article to meet the wants of modern pharmacy. It is one of the longest-established stores of any of the city, which enjoys the reputation that every article in the drug line is of the purest quality and warranted as such. Mr. Charles Mohr, the senior, was born in Germany. In the discharge of the duties of his calling, during a period of over twenty-five years, he has won the confidence of his fellow-citizens, by whom he is held in the highest esteem. Mr. Chas. A. Mohr is a native of Mobile, and is also a practical analytical chemist. They are reliable and trustworthy gentlemen, thoroughly conversant with their business, and are deserving of generous support.

S. RICHARD & SONS—*Wholesale Grocers and Jobbers, Dealers in Western and Northern Produce, and Agents for the American Powder Co., Nos. 5 and 7 North Commerce Street.*

Among the firms which have, for the last ten years or more, occupied a prominent place in the ranks of Mobile's commercial men, that of S. Richard & Sons deserves to be mentioned. This house started business about ten years ago, and by reason of industry, close attention to business, and fair dealing with their patrons, has succeeded in winning a most enviable reputation, while at the same time building up a large trade—most of it with retail grocers in the city, but extending also to the interior of the adjoining States. Two commodious and well arranged stores, two floors of each, are occupied at Nos. 5 and 7 North Commerce street, for storing the large quantities of groceries, &c., constantly being handled by them; and this stock is stored in the most orderly and systematic manner. Possessing ample capital and unlimited credit, being in constant telegraphic communication with their buyers in the principal cities of the North and West, and being live merchants withal, a fresh and desirable stock is always kept on hand, including every article usually classed as groceries—the staples, such as flour, meats, sugar, rice, coffee, &c., as well as what are known as fancy groceries. In addition they are constantly in receipt of such articles belonging to the produce line as potatoes, apples, onions, &c., on consignment, and are likewise agents for the American Powder Co. Messrs. S. Richard, E. E. Richard and C. L. Richard constitute the firm, which gives employment to fourteen hands. These gentlemen have resided in Mobile about fifteen years, and have shown themselves possessed of those useful qualities, untiring energy and firm integrity, and being in addition largely experienced in their present line, by the observance of a liberal policy with their patrons, have acquired a well deserved trade and an enviable reputation.

F. MEYER & CO.—*Wholesale and Retail Liquor Dealers, No. 19 South Commerce and 18 South Front Street.*

The liquor trade in all cities of any magnitude is always found to be a prominent one. The consumption of liquors as a luxury, for medical purposes, or in the mechanical arts, is so vast and general that the traffic necessarily involves the employment of considerable capital and attains to great commercial importance. Among the houses fully qualified to rank and credit, not only as being extensive but conspicuous in the wholesale liquor trade, none deserve such classification more than the firm of F. Meyer & Co. Messrs. Ferdinand Meyer and Victor E. Fermier, who compose the firm, are young men of great industry and perseverance, intelligent and well educated, and are both natives of Mobile. They started their present business about four years ago, and have steadily increased their sales until now they amount to a sum which compares favorably with similar concerns. They employ a number of competent assistants, and occupy the store, No. 19 South Commerce and 18 South Front Street in their business, which is mostly local in character. They are agents for the celebrated Anheuser-Busch beer of St. Louis and Aurora Indiana keg beers; and make a specialty of table wines, of which they always carry a large stock. They have had a lifetime experience in their profession and are thoroughly reliable.

DANIEL McNEILL & CO.—*Cotton Buyers and Insurance Agents, 40 St. Michael Street.*

Mr. Daniel McNeill came to Mobile in 1835, and has been identified with public industries that have conduced so largely to the prosperity and wealth of our city ever since. They do a large business as buyers of cotton, and also represent the Royal Insurance Company of Liverpool. In the management of each branch of their business they have given entire satisfaction to their patrons, and have exhibited ability that few have equaled, and none surpassed them. No more reliable or trustworthy house can be found with which to have business relations in this line.

As agents for the Royal Insurance Co. they have a wide-spread reputation; and understanding insurance in all its details, they are efficient men, whose services are of value to all who have companies to be represented in Mobile.

MARX BROS.—*Dry Goods, Clothing, Boots and Shoes, corner Commerce and Dauphin Street.*

The house of Marx Brothers is one of the oldest establishments in the city, its head and founder having commenced the business years ago. As the members of this firm are active, live and energetic business men, they have pushed the business to its present limit. The stock carried is of the most superior kind, and is selected with the greatest care to meet the requirements of their extensive trade. To wearers of neat-fitting and comfortable shoes they can exhibit a line of goods to which corns, bunions, etc., are unknown. In every department of their stock the same care is exhibited, which makes the fitting of all easy and satisfactory. Competent assistants are employed, who are courteous to all patrons of this popular house—and their trade extends largely over the city and country. As they have been identified with the Dry Goods and Clothing interests of Mobile for many years, they understand the business thoroughly, and are in every way worthy the patronage of the public. A large and well assorted stock of staple and fancy dry goods, ready-made clothing, hats, trunks, valises and furnishing goods is carried, and jobbed to the trade or sold at retail, as suits their customers. The store is one of the most convenient to our shipping people, and the firm will be found a prompt and reliable one with which to deal.

MOBILE DRY DOCK AND SAW MILLS—*Stoutz & Co., successors to R. W. Guyer & Co.; Office, Royal Street.*

A brief glance at the various manufactures of Mobile, and a comparison of their progress year by year, will convince the most skeptical that a great and decided improvement is going on in all branches and departments, and it is our intention to give to the world such a comprehensive sketch of the advantages and facilities of Mobile as will attract and keep the attention of the outside world. The company whose name heads this article is one of the best and strongest firms in the city. Starting seven years ago, they have from the outset had a most gratifying success, which is due both to the excellent quality of their products and to the business tact and address which has ever been displayed in the management of its affairs. The burning of the mills was only a temporary drawback to their enterprise; and their new buildings are, if possible, even more completely equipped than the old. They are generally regarded as the best and most thoroughly equipped mills in this section, and they will doubtless maintain that position. From eight to ten hands are employed in the repairing and refitting of vessels, and forty to fifty in the saw mills. They ship lumber to all parts of the country and to Mexico. Messsrs. W. F. Stoutz and J. C. Miles, the members of the firm, are men of high standing and business capacity in every respect. Owners of vessels will find it to their interest to send their property which needs repairs to this firm, as their name is a guarantee of good workmanship and satisfaction in every respect.

CHAS. S. PARTRIDGE & CO.—*Tin-Plate and Sheet-Iron Workers; dealers in Stoves, Hardware, Tinware, and House-Furnishing Goods, 131 Dauphin Street.*

For the past thirty years the enterprise originated and conducted by Messrs. Partridge & Co. has occupied more than an ordinary place in the industrial system of this city, and is not to be overlooked in a work devoted exclusively to a careful delineation of the advantages and resources of Mobile as a trade centre. The establishment referred to is located as above, and embraces a spacious two-story brick building, and adapted both in situation and arrangement to all the demands of the business. The trade of this firm is very large, and extends throughout the entire city and surrounding country. Their stock of stoves of every description, house-furnishing goods, registers, filters, refrigerators, includes the productions of many of the most celebrated manufacturers in the United States, and in detail and point of excellence is not equalled in the city. From six to eight hands are employed in the workshop, whilst two clerks attend to the wants of patrons. They are courteous and polite, and the stock, always large, is adequate for the demand. As a first-class house in every detail, they are widely known and highly esteemed by the entire community. Their business is transacted upon a basis of liberality and equity that constantly redounds to the great prosperity of the house.

J. E. HOOPER—*Wholesale and Retail Packer and Shipper of Oysters and Fish, 10, 12 & 18 Conti Street.*

The West is almost entirely dependent on the East and South for the supply of fish and oysters, and Mobile occupies a prominent position in the list of those cities from which the enormous supplies of the western markets are drawn. Prominent among the houses in Mobile engaged in the shipment of oysters, fish, etc., is the firm of J. E. Hooper, on Conti Street. His three stores on Conti Street are conveniently arranged and situated for his business, which extends as far as Memphis, St. Louis, Chicago, Cincinnati and Louisville, and many minor points. His facilities for all branches of his business are admirable, and he gives his personal attention to all orders. Although established but three years, his firm is second to none in Mobile, and enjoys an enviable patronage. His post-office address is Box 920, to which all orders should be addressed, and they will receive undivided attention.

PORTER, KIRKBRIDE & SON—*Hardware, Doors, Sash, etc., and Agricultural Implements, Nos. 31 and 33 North Water Street.*

The term hardware is, if possible, more vague and less susceptible of accurate definition than the term machinery. Its metes and bounds no philosopher, that we have yet heard of, has attempted to define, and in popular usage it is made to embrace all of the unclassified manufactures of iron and steel. All of the tools and the etceteras of the mechanic arts, from a "rat-tail file" to a huge circular saw mill, articles as various in appearance, size and use as can be well conceived, are alike included in the heterogeneous enumeration of hardware stock. Prominent among meritorious houses in the hardware line stands that of Messrs. Porter, Kirkbride and Son. This establishment was started before the war, and acquired a wide-spread reputation under the firm name of Ira W. Porter & Co., the present title having been lately adopted. Provided with an adequate and well assorted stock, and having a wide experience in the business, they have built up a steady, paying trade. Goods are bought direct from manufacturers, and, with low freight rates and moderate rent, they are enabled to offer their stock at prices that defy competition. They handle hardware, doors, sash and blinds, agricultural implements, cane mills, plows, scales, and are agents for B. F. Avery & Son's plows and implements, Kentucky cane mills, Hanes' platform and grocer scales. A three-story brick building, 90x120 feet, is occupied at the corner of Water and St. Michael Streets, provided with two elevators, and well arranged for storing their large stock. A large force of assistants is required in the transaction of the business, and all orders sent to them receive prompt attention. This firm hold a creditable hand with houses much older, and by successful competition with large establishments in other cities have thus paved the way to commercial distinction. Year by year, it is safe to assert, this house will add to its most substantial growth, keeping the firm in the future, as it is now, the synonym of our city's progress and prosperity.

JAMES T. PALMES & CO.—*Plumbers, Gas and Steam Fitters, No. 37 St. Francis Street.*

The vocation of the plumber is an absolute necessity in any community, as those who have suffered from the evils of frozen water pipes and mains can testify; and one who can perform the best and most thorough workmanship in this line is always sure of constant and remunerative employment. A visit to the establishment of Mr. Palmes is sufficient to convince one that *there* even the most exacting and hard to please will be satisfied. The trade, which is not confined to the city, is increasing, and the hands employed are the most efficient and capable to be found anywhere. Prompt attention is given to all orders, and any information bearing on the business is cheerfully given by the clerks and proprietors. The firm keep abreast of the times, every improvement and modification being immediately adopted by them. The stock of lamps, chandeliers, brackets, etc., is very full, and of the finest designs and workmanship. The firm also make a specialty of driving wells, in which line they always do the best work and give general satisfaction. It is a pleasure to us to be able to speak these words of commendation of a firm which well deserves all that we have said concerning it.

GUY, BEVAN & CO—*Lumber and Timber Dealers; H. G. Donald, Manager; 62 St. Francis Street.*

This firm, one of the most prominent in Mobile, has been in existence for the past six years. Started when the lumber and timber trade of Mobile was in embryo, it has steadily advanced with the trade; each year enlarging its capacity, until to-day it ranks among the most important concerns in this section. It turns out hewed and sawed timber, cedar, oak, black walnut, and in fact all kinds and varieties necessary to meet the constant and ever-increasing demands of their customers. Under the efficient management of Mr. Donald the firm is in a very prosperous condition, he being an experienced lumber-man. He is a native of Canada, but has won multitudes of friends in this city by his general courtesy and ability in managing the affairs of the company. In aiding the development of the vast timber region tributary to Mobile, this firm constitutes an important factor, and deserves and will doubtless obtain an increase of business commensurate with their enterprise and energy.

WM. H. SCALES—*Cotton Factor and Commission Merchant, No. 62 North Commerce Street.*

Whenever an article becomes the chief commercial commodity of a city or of a section, we are apt to find it engaging the attention of the very best business talent. Hence, as "Cotton is King" in Mobile, the sovereign has called to his aid the most competent men in his realm, and in no city, we venture to say, are the requirements of his majesty more systematically and judiciously complied with than here. Only those men educated to the profession, of sterling integrity, thorough business habits and good judgment can hope for continued success in a field already so fully occupied. It therefore follows, when we say that Capt. Wm. H. Scales has been successfully engaged in the cotton factorage business in Mobile for a number of years, that he possesses most of the qualifications enumerated, if not all of them, for merit is scarcely measured by any other standard than that of success. Captain Scales was one of the old firm of Agnew, Scales & Co., when he gained large experience in the details of a business with which he was already somewhat acquainted by reason of having an experience in Mississippi as a merchant at buying, shipping and handling cotton for at least twenty years previous to his business relations in Mobile. The house has abundant capital, capacious and conveniently arranged office and cotton rooms, and every other facility for properly transacting the business in which it is engaged. They make liberal advances upon cotton consignments and make purchases of supplies for their customers, whose interests are at all times carefully and conscientiously consulted. He gives his personal attention to every detail of the business, so that his consignors may feel they suffer nothing by inattention to business.

WM. WING—*Bell Hanger and Locksmith and Dealer in Hardware, &c., No. 127 Dauphin Street.*

Of late years there are no branches of business that have so steadily increased in importance and added so many improvements and acquired such perfection as the hardware trade. Among the many firms engaged in this line of trade in the city, few occupy a more substantial position than that of Mr. Wing, and none are carrying forward a more promising and growing business. This house was started about twenty-five years ago. The premises occupied is a one-story brick building, and three hands are employed. The extensive stock of hardware carried consists of every variety of domestic and foreign hardware, stoves of every variety and desired style, cutlery and farming implements. This firm has every description of tinware, using the best of material, and they sell their productions at a reasonable price. This establishment will compare most favorably, both in quality of goods kept in stock and amount of business done, with any of the hardware stores in this city; to which, however, the trade of the firm is not entirely confined.

Mr. Wing is a native of England, but has resided in this city twenty-six years. He makes a specialty of oil stoves, being agent for the Dietz Oil Stove, and is a gentleman of experience in the business, and justly merits the credit, reputation and confidence which he has acquired.

EICHOLD BROS. & WEISS—*Wholesale Dealers and Importers of Liquors, Cigars and Tobaccos, and Rectifiers of Spirits, No. 14 North Water Street.*

When a stranger enters a large city with a view to buying goods in any line, or when he prefers to avail himself of the facilities offered by the mails for this purpose, his first thought is to ascertain where the articles of which he is in search are to be found; then who are the dealers in these goods by whom he can have satisfactory assurance of being fairly treated. He wants them, naturally, at the lowest market price, and he wants them no less to be exactly what they are represented. To convey just such information as this is a leading purpose of this work, and in furtherance of this purpose we present the name of the firm heading this sketch. Messrs. Eichold Brothers are Germans by birth, have resided in this State 17 years, and like the majority of the merchants of this nativity who have come to our hospitable shores to participate in the great struggle for commercial advancement, are men of sturdy honesty, untiring industry, indomitable energy and sleepless enterprise. Mr. Weiss is a native of Alabama and is well known here. They established their present business in 1876, and by the constant exercise of the qualities we have enumerated as belonging to them have built up a very large trade, which, while largely local, extends also pretty well all over this and the adjoining States of Mississippi and Florida. They keep a force of ten hands constantly at work in selling and taking goods from their store, in addition to a full corps of traveling salesmen. They keep always in stock a full line of brandies, whiskies, and all the popular brands of champagnes, sherry and other wines; syrups and cordials of every description; imported and domestic cigars; chewing and smoking tobaccos of all grades, and all the other articles pertaining to this trade, which they mark down to their customers at prices representing the minimum above actual cost. Their large experience in handling such stock, together with their extensive knowledge of the markets where such things are obtained from first hands, gives them superior facilities in this regard. In addition they are also rectifiers of spirits, and have all the requisite knowledge and appliances for this business. Their large brick store, of full depth from the ground to the third floor inclusive, is at all times filled with stock, and with unlimited resources they are prepared to offer customers unusual advantages. Their present prosperous condition could not have been achieved except from the observance of that liberality and fairness in business matters which is a prominent characteristic of the house.

FRANCISCO GOMEZ—*Stoves, Ranges, Tinware, etc., Nos. 52, 54 and 56 North Water Street.*

It is well, in recording the various industries of any community, to give more than passing mention to individuals or firms in any particular department of industry or trade who have achieved high position through the force of native ability, unaided by the capital of others or any influences, save those evoked by their own capacity and enterprise. As a representative house in this line of trade in Mobile, that of Mr. Francisco Gomez is deserving of special mention, having attained an honorable position among its contemporaries, and his business redounds to his credit as an enterprising and successful business man. Mr. Gomez carries a complete and well-selected stock of stoves, tinware, ranges, and other articles belonging to this branch of trade, and does a large business in the manufacture of tin, copper and sheet-iron. He has had forty years' experience in the manufacture of goods in this line; none but skilled workmen are employed, and all work done at this house is most satisfactory. The new "Light House" cook stove, in its various sizes, is kept for sale, also the reservoirs and hot closets manufactured by Orr, Painter & Co. From seventeen to twenty hands are employed, and Mr. Gomez gives his personal attention to the manufacturing department, his son Alexander assisting him in the office work. The premises occupied are most ample, and the tools provided are of the most modern patterns. The trade of this house is extended over this and adjoining states, and all orders received by mail are promptly attended to. Mr. Gomez is a native of Florida, and the success which has already attended his enterprise is such as to warrant the prediction that the house will ere long take a high rank among the commercial and manufacturing institutions of the city.

LEINKAUF & STRAUSS—*Wholesale Dry Goods, Notions, Hats, etc., 9 and 11 North Water Street.*

This firm has been in existence for the past ten years, and has in that period gained a high position for itself as a reputable and staunch business house, by which none but the best goods are sold, and whose guarantee of any article is sufficient to insure its being all that can be desired. Their trade extends through Florida, Mississippi, Alabama and portions of the other Southern States, from which sections buyers are attracted by the reasonable prices and superior quality of the goods offered. In order to transact the large and increasing business of the firm twenty-five hands are required in the various departments. Their goods are obtained direct from the very best manufacturers, native and foreign, and in certain grades they claim precedence over any other house in the State. Their buildings comprise two stores, each three stories in height, and their stock is as complete as care and attention to the wants of their customers can make it. Burned out three years ago, they have again come to the front in no wise dismayed by their temporary misfortune. Mr. J. H. Leinkauf and Mr. L. Strauss, the members of the firm, are both natives of Germany, but have thoroughly identified themselves with the home of their adoption. They stand high in the community, and in all respects are staunch and reliable business men, and deserve the support of the community.

J. H. HUTCHISSON—*Architect, 38 North Royal Street.*

Of the arts, architecture may be ranked the most useful to men. Man's first ambition is a comfortable, graceful habitation, in which to place his family and assure the solid comforts of life. The character of the public and private buildings of a city is a test of its civilization—the index of the enterprise of its people. Among the list of accomplished architects in the city, Mr. J. H. Hutchisson is conspicuous. He has designed and constructed a large number of our palatial residences, public buildings, and commercial structures. His business has been established for a number of years, and his ability being speedily recognized his progress has been rapid and solid, and his custom to-day is perhaps the largest in this section. A conscientious architect is a public benefactor—his profession being closely identified with the public health, his responsibility as a sanatarian being called out in his construction of residences, as to the proper ventilation, complete sewerage, etc., his science enabling him to regulate these matters. As such we rank Mr. Hutchisson, as his work in this city and State will amply bear us out in our assertion, and he may be considered an important member of the community, not only as a meritorious scientific artist, but as a citizen having the respect and esteem of all.

J. POLLOCK & CO.—*Wholesale Dry Goods and Notions, Nos. 6 and 8 South Water Street.*

The pride of a city centres in the character of its representative institutions, and it is therefore only the truly metropolitan interests that are worthy of extended comment in an historical description of Mobile and her business interests. What some houses are to the North and East—firms that have gained the most extensive reputation and become the emporium for their special lines—is J. Pollock & Co. to Mobile. This important industry was established in 1865, and the business has steadily increased from year to year, until now the amount of business per annum is over five times the amount for the first year. Two three-story brick stores are occupied by this firm, where a well selected assortment of staple and fancy dry goods and notions is displayed at all times. They encourage and assist Southern mills, by selling their products, and Mobile is to-day one of the cheapest and best markets in the South for this class of goods. From thirty to forty hands are kept constantly employed, and their trade is general throughout Alabama, Mississippi, Georgia and Florida, and some portions of other states. Messrs. Jacob Pollock and Leopold Lowenstein are the individual members of this well known firm, and having been engaged in this business all their lives are enabled to compete most successfully with similar establishments. This enterprise is of that class which commands the respect, confidence and consideration of the community at large.

M. G. HUDSON & CO.—*Bankers and Brokers, No. 30 St. Francis Street.*

Perhaps no financial institution in Mobile has been more intimately connected with the interests of the community, or had a more uniformly successful and prosperous career, than that of M. G. Hudson & Co. They deal largely in stocks and bonds on commission, and do a general business coming under the head of banking and brokerage. This firm started in business in 1870, with a limited capital, and, by the high standard preserved in all business transactions, soon achieved a leading position, received an increasing patronage, and to-day ranks among the most prominent enterprises of the kind in Mobile. They attend faithfully to the interests of all their patrons, manifesting large executive ability in the purchase and sale of stocks, bonds and such papers as their patrons desire to deal in. Their long experience in the business, and their facilities for knowing the extent of the supply and demand, render their services of value to all who have business in this line to be transacted. Mr. M. G. Hudson is a native of Virginia, is well known in financial circles here, and enjoys the confidence and esteem of the entire community. His high reputation has been won by his reliability and fair representation of all business transactions, and he is entitled to the prosperity he has achieved, while at the same time subserving the public good. The services of this firm can be secured by those of our readers desiring the purchase or sale of papers in this line, and negotiations can be approved by correspondence. They exhibit quite a list of bonds, stocks, State, county and city scrip, from which good and paying investments can be selected.

EDMUND CARRE—*Manufacturer of Mineral and Soda Waters, Franklin, between Dauphin and St. Francis Street.*

Mr. E. Carre established himself in 1868, and his history since that time is but a proof of the reward that invariably accompanies industry and skill when properly directed. He keeps natural mineral waters, for which he has a very large sale at wholesale. His first efforts to give satisfaction were appreciated by the people of Mobile, and in 1870 he built his fine brick building, 60 feet front and 110 feet deep, which he devotes to this industry. The past two years there has been a marked increase in the business, and at the present time his receipts show that since his first year the business has increased 100 per cent. The house keeps six hands constantly employed, and runs three wagons for the purpose of delivering his products to the different business houses and railroad depots and steamboats. Orders for charging fountains will be promptly attended to, and guaranteed to give satisfaction. Mr. Carre shows a public spirit, and his success is the just reward of energy and perseverance. Enterprising and liberal, he has secured the patronage and esteem of the best class of citizens—courteous, genial and attentive to all customers, no matter of what circumstances in life, he has achieved for his enterprise and himself a widespread popularity and successful business.

J. MARTINEZ—*Cigar Manufacturer; Factory, 42 Government Street; Store, under Battle House.*

A detailed examination of the manufacturing industries of Mobile reveals the fact that there is a large number of houses devoted to the manufacture of cigars, and the annual production of this class of goods constitutes no insignificant item in the general aggregate of her commercial importance. The manufactory of Mr. Martinez is located at 42 Government Street, and it turns out annually about 250,000 cigars of various brands and grades, while the T. D. S., his favorite brand, forms his trade mark. He is a practical cigar maker and has been in the business many years. He employs in his factory from seven to eight competent hands, and several of his brands have acquired an extensive reputation and well deserved popularity. His trade extends throughout this city, and over most of the Southern States, reaching as far North as Chicago and the East. In 1883 he started his present retail department under the Battle House, which is fitted up in handsome style, and those seeking first-class cigars, tobacco or any articles in their line will do well to call upon him there. It is with pleasure we introduce this house to our many readers, feeling assured that all business relations will result in the most satisfactory and pleasant manner.

M. IBACH & CO.—*Wholesale Grain and Produce, Vegetable and Fruit Dealers, No. 4 N. Commerce.*

To the energy and enterprise of this firm Mobile is in no small degree indebted for the rapid growth of her immense trade in garden vegetables. Messrs. M. Ibach and Edward Agerth, the gentlemen who compose the firm, are both of German nativity and came to Mobile about twenty-five years ago. About fifteen years ago, with little capital to begin with, they embarked in the business of shipping early vegetables to the large cities of the West, getting produce from that section for the Mobile trade in return. Being both of them modest men they began on a small scale and their business steadily increased. With increased trade came increased facilities; other branches were added, until now they handle a large amount of produce annually. This shows better than anything else we could say how they stand among their fellow merchants, and at the same time what can be done by the exercise of energy and industry backed by intelligence and a thorough knowledge of the matter in hand. They market their early vegetables in all of the large cities of the West, keeping constantly advised of the fluctuations in prices at all points, that they may reap every advantage, and receive from those points all kinds of produce in return, for which they find ready sale in our own and adjoining States. They occupy the whole of the three-story building at No. 4 Commerce Street, and also a large warehouse on Water Street for their present business; employ from ten to twelve hands and have every requisite facility for carrying on their large business, which at the present time compares favorably with that of any similar house on the continent. It should be mentioned also that they have a place of business in the Southern market, and are one of the pioneers in the vegetable trade.

BENJAMIN F. FITZPATRICK & CO.—*Cotton Factors and Commission Merchants, No. 46 North Commerce Street.*

This is another of the leading cotton houses of Mobile, to which we can refer those abroad as one of safety and reliability. The cotton planter can know when he ships to this firm that he will receive as liberal advances on his crops as given elsewhere, and that the classification of his samples and the prices at which they are sold will not suffer in comparison with sales by others. This is a very important matter to know, for nothing is more disappointing than to receive an account of sales where prices quoted are not fully up to the highest notch of the market. The firm makes purchases of supplies also on the most favorable terms. The individual members of the firm are Messrs. Benjamin F. and John H. Fitzpatrick, both of whom are well up in financial circles, and thoroughly experienced in their specialty. They employ constantly a force of competent assistants and have every facility for satisfactorily serving their customers. They receive most of their cotton from Alabama, with some also from Mississippi and Florida, to which points they also make the principal shipments of supplies. They have been engaged in their present occupation about ten years, and both gentlemen are in every way trustworthy.

EDWIN C. LYLES—*Ship Broker and Lumber Merchant, 28 St. Michael Street.*

Various are the enterprises of every city, and each man especially adapted by practice and experience for his peculiar calling. Sixteen years' practical experience has fully prepared Mr. Lyles for the successful prosecution of the business of contracting for freight, and engaging vessels for all European ports, West Indies and Bermudas, and those who desire either freight for vessels, or those who have lumber to ship, will find the services of Mr. Lyles of great advantage to them in assisting in their plans. He furnishes freight, not only from this port, but at Pascagoula, Pensacola and elsewhere. He is a native of Mississippi, but so long a resident of Mobile as to be interested in every public enterprise that will advance the city. He is in all transactions in business a reliable and active man, and his business traits of character have won him the full confidence of all our citizens. His personal acquaintance with all the different mill owners on the land enables him to always be able to supply low estimates for lumber by the cargo. His acquaintance with ship owners throughout the world also enables him to be able at all times to supply tonnage.

"ORANGE"—*Mrs. Mary Farley, owner, Shell Road, five miles from Mobile.*

A volume presuming to set forth the cotton, timber and coal resources of the State should also take notice of the bright anticipation regarding the future outgrowth of the orange trade in our midst. Too little attention heretofore has been paid to its culture, and though one of the most profitable as well as pleasant employments, it has been sadly neglected, and it only requires experimental practice to rank it among our productive industries. About three years ago this plantation, consisting of 100 acres, was a forest of dense timber, and by the energy and plans of her son, John E. Farley, it has been cleared up and is now an orange grove of 5,000 orange and 1,000 pecan trees. He is still preparing ground and setting out trees from his nursery, which contains at present 2,500 each Havana, Jamaica, Florida, Louisiana, Alabama and Mississippi orange trees, which are three years old now. The Alabama orange trees are raised from the best seed, in the open air and fully acclimated. The nursery contains also 1000 four-year-old celebrated Fisher Pecan trees, from best varieties to be found. People desiring to start groves of oranges and pecans can here find one of the best selected stocks in the South to choose from, and at prices moderate enough for all. Full particulars can be had by applying in person or by letter to John E. Farley, Mobile, Alabama, who will give terms and prices, with advices regarding the culture. He has secured the services of an able man, who understands well the culture and whose experience is of value in this matter. A view of "Orange" can be had from Magnolia, Bay Shell Road, Farley's lane, or old Cedar-point Railroad. We advise our readers who are interested in this healthy and beautiful fruit culture to correspond with Mr. Farley, whom they will find a progressive man and one who will take pleasure in giving them all information of trees from the nursery. He has devoted a good deal of his time and money to this business and has made great progress. It would well pay any one to visit the place and see for themselves. No more profitable business can be found in the State than orange culture; they bear at about seven years of age and are long livers, living from fifty to one hundred years in good bearing order.

STAR MANUFACTURING CO.—*Hurley, Gray & Co., Commerce, near Eslava Street.*

A brief inspection of the various branches of trade and manufacture in our city must convince any one that a decided reaction has set in, and that the manufacturing interests of this centre are rapidly improving, and are of such vitality and magnitude as to be felt through all the arteries of trade. It is the purpose of this work to aid in this development, by disseminating such intelligence regarding the advantages possessed by our manufacturers here as will draw attention to their facilities. The Star Manufacturing Co. was started in 1882, the proprietors possessing ample capital for all requirements of the business. Their facilities for conducting the trade are most extensive, comprising a boom, a large wharf, and extensive buildings and grounds. The latest and most improved labor-saving machinery is provided, which is driven by two engines of 150-horse power. Fifty hands are kept constantly employed and paid liberal wages. They manufacture fruit, vegetable and orange boxes and baskets, dry and tight barrels, bottle wrappers, butter trays, all kinds of cooperage materials, and fork and broom handles, together with other articles made of wood. The trade is general throughout Alabama and Florida, and extends as far as Texas and Louisiana. Messrs. C. W. Hurley and Gifford E. Gray are the proprietors and managers of the works of this company, and are well known and popular among the business men of our city. Mr. Hurley has charge of the financial management, while Mr. Gray is a practical machinist, and superintends the setting up and building of the machinery. The saw mill connected with this establishment has a capacity for turning out 25,000 feet of lumber daily; and the company prefer to buy the timber for use in their factory, and pay the highest market prices for cotton wood—ash—sweet, black and tuplar gum—elm and poplar, delivered in their boom at Mobile. Possessing that adaptation to the business in which they are engaged which comprehends in detail its full requirements to meet the public demands, this establishment enjoys a prosperous and increasing business, which fully justifies the liberal mention here accorded to it.

GULF CITY LUMBER MILLS—*Proprietor, Thomas N. Jordan; Head of Water Street.*

In giving a detailed review of the manufacturing and commercial industries of Mobile, it is our duty to mention the leading houses engaged in the different branches of trade, and among such concerns we cannot omit the well-known establishment of Mr. Thos. N. Jordan, which is the subject of this brief sketch. This enterprise was founded by Messrs. March, Jordan & Co., but afterward changed to Jordan, Ladd & Co., and later to the present title. The manufacture of sawed and planed lumber is extensively carried on by Mr. Jordan, his facilities being first-class in every respect. From twenty to twenty-five hands are employed, and the capacity of the mills is from 20,000 to 25,000 feet of lumber per diem. The machinery used is modern and specially adapted to this business, run by steam power, and the work turned out is always found by patrons to be first class. Mr. Jordan enjoys a large share of patronage in this line, and being conveniently located on the creek in the upper part of the city, and the enterprise being comparatively new, he seeks the patronage and correspondence of parties desiring logs worked up; and as he is a live and progressive man, he is destined to rank among the first in this branch of trade.

CHAPPELL & ESTES—*Produce Commission Merchants, No. 38 South Royal Street.*

The extent and magnitude of the produce commission business carried on in a city like Mobile is not generally appreciated by the public at large. To properly handle and distribute the large consignments of produce necessary to supply a city, to keep fully posted on the fluctuations that are always occurring in the market, and to be able to obtain the highest prices, requires the highest business qualifications, constant attention and untiring energy, together with the employment of a large capital. Among the number of reliable and enterprising houses engaged in this business in Mobile, the firm of Chappell & Estes, as regards the magnitude of their transactions, facilities and experience, is entitled to favorable consideration in these pages. Messrs. E. P. Chappell and Geo. E. Estes established their business in this city four years ago, and have secured a flourishing and lucrative trade. They sell on commission potatoes, apples, onions, beans, hides, pelts, wool, butter, eggs, poultry, game, and ship to the North and West early vegetables raised in the South. They have unexcelled facilities for the prompt disposal of all consignments made to them, and render prompt and satisfactory returns. The individual members are old residents here, Mr. Estes having been engaged in active business in Mobile for more than twelve years. Since their location in this city they have not only built up a large and growing business, but have acquired a reputation for probity and reliability upon which any firm might be justly congratulated.

MRS. JOHN CERST—*Leather and Shoe Findings, Manufacturer of Gaiter and Shoe Uppers, No. 42 South Royal Street; B. P. Menken, Manager.*

This house, though not possessing the same claim to antiquity as some of its contemporaries, is nevertheless ranked as a leading establishment in the leather trade of the city. This enterprise was started early in 1882, but no one unaware of this fact would ever discover the slightest degree of difference in the business and that of others boasting much greater age. By judicious management and strict attention to business, a large and lucrative trade has been secured in our own State, Mississippi, Florida, Tennessee and Georgia, and from indications bids fair to become one of the largest houses in this line here. The best grades of leather are kept in stock, together with the best of western sole leather, kip, calf, and shoemakers' implements and materials, and gaiter and shoe uppers are kept, which are manufactured in this house. Four assistants are employed, and the rapid increase in the sales is the best evidence of a due regard for the interests of their customers in the quality and price of goods, and proof positive of a liberal system of transactions. We trust all who do likewise may meet with like success, for the building up of so large a business is not a purely selfish transaction. It becomes a public benefaction in making our city a great metropolis. It is one of the arteries of our commercial life.

GEORGE S. ELLIOTT—*Justice and Real Estate Agent, No. 60 Conti Street.*

Mr. Geo. S. Elliott conducts (in connection with his duties as Justice of the Peace) a general real estate, rental and collection office, taking entire charge of real estate of all kinds, making repairs, renting and collecting rents, and relieving the owners of all care incident thereto. In the buying and selling of property he gives his patrons the full benefit of his experience. All bills are promptly collected, and if necessary to secure them he puts them into judgment claims. Prompt and faithful in the past, he is entitled to a full share of business in this line.

JNO. T. McCAFFERTY—*Dealer in Staple and Fancy Dry Goods, Notions, &c., 122 Dauphin Street.*

Among the first retail dry goods establishments, that of Jno. T. McCafferty is deserving of popular notice in this work. Well located, plentifully stocked with all the novelties as well as the staple, this house is rapidly gaining a place second to none in the retail business, and carries a full line of the best selected goods, and employs four efficient hands in the several departments of his business. He exhibits the rarest taste and good judgment in the selection of his assortment of goods, which comprises fancy goods of every description, and the latest novelties will always be found at this establishment. He leads in this special line, and here will be found the greatest variety of worsteds, fine and common yarns, embroidery materials of every description, and all the latest novelties in decorating embroidery and fancy work in the city. The steady increase of business in this establishment tells in unmistakable terms that the goods, prices, and general management are highly satisfactory to the many customers throughout the city.

The trade is mostly city, and conducted in a manner that makes it popular with the public, and especially with the ladies, who regard it as one of the most desirable houses in the city.

Mr. McCafferty is a native of New Orleans, and has been a resident in Mobile for the past thirty-one years. Has been in the dry goods business sixteen years, and has been in this present place of business five months, and we heartily recommend him to our patrons as the place to buy all choice goods and the fancy or staple line of goods.

TURNER & OATES—*Grist Mills and Lumber Dealers, corner Royal and Adams Streets.*

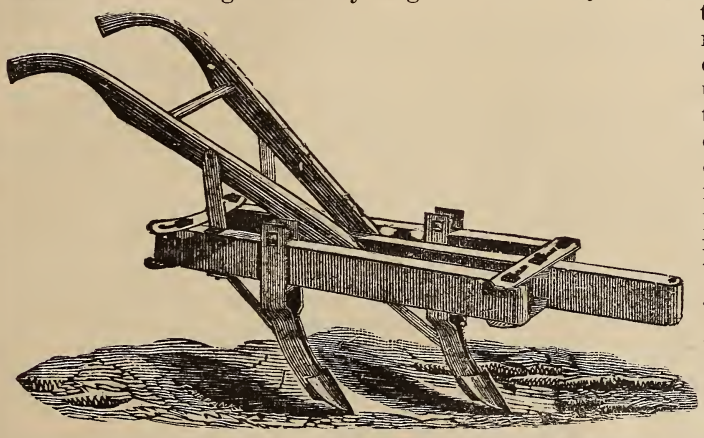
As an interest of great importance to the industrial thrift of the community, and exercising an important influence upon the commercial welfare of Mobile, the grist mills of Messrs. Turner & Oates have for many years occupied a prominence entitling them to special recognition in a comprehensive review of the causes which have given to the city the proud position which she occupies as a manufacturing metropolis. These grist mills were established fifteen years ago, and have been burnt down and rebuilt. A three-story brick building is occupied by this firm, which is supplied with ample steam power and all modern machinery necessary for the successful prosecution of the business. Meal, grits, feed, cracked corn, are produced at these mills, and the firm buy and sell corn, oats and feed in large quantities. Bags are kept for sale, and these mills have attained a wide-spread reputation and a flourishing and lucrative trade. Messrs. Turner & Oates are proprietors of several lumber mills, one on 3-Mile Creek, consisting of saw and planing mills; also one at Lumberton, Alabama, on the line of the M. & O. R. R. They manufacture rough and dressed lumber, lath and sawed pine shingles, and carry a complete stock of the same at the corner of Royal and Adams Streets. The mills are equipped with all the necessary machinery for work in this line of trade, and the products of the establishments of which Messrs. Turner & Oates are proprietors can be relied upon as being first-class in every respect. Messrs. William Turner and J. D. Oates, the individual members of this firm, are well known and highly respected citizens of Mobile, and gentlemen of experience and business ability, whose energetic efforts to forward their own interests have been of great benefit to the commercial and industrial prosperity of the Gulf City.

H. GANS & CO.—*Wholesale and Retail Oysters, No. 45 South Water Street.*

It is only by a careful review in detail of the industries of Mobile that any adequate idea can be gained in regard to the real magnitude of those interests which are of such vital importance, not only to this community, but to the American public at large. It being the main object of this work to present such facts, brief descriptions of the principal business industries are not only proper but essential, and in this connection the house of H. Gans & Co. is entitled to more than passing notice. This establishment was started but recently, by Messrs. Gans and Green, under the present firm name, and they occupy convenient and commodious storerooms at No. 45 South Water Street. Mr. Green is an experienced man in this business, and Mr. Gans is an old resident of the city, possessing many friends and valuable acquaintances; thus they will not want for patrons in their new business. Twelve employees are required in supplying the wholesale and retail trade of this house, sales being effected in most of the Southern States. Oysters are furnised the trade in barrels or cans, and those who desire goods in this line should not fail to order from them.

JAS. CUNNINGHAM & CO.—*Hardware, Agricultural Implements, etc., Corner Dauphin and Water Streets and No. 12 South Commerce Street.*

It would be impossible in the limits of a work of this description to attempt an enumeration of the great variety of goods which may be found on the shelves and in the several departments of this extensive establishment. It is universally conceded that the hardware trade occupies a position second to none among our national mercantile pursuits, owing to its remarkable utility and the miscellaneous objects to which it is applicable, and in mentioning the many mercantile and manufacturing advantages of this city we are justified in saying that the hardware trade is one of great prominence. Mr. Cunningham succeeded Ellsworth & Co. ten years ago, and has greatly augmented the business since he has assumed control. He buys directly from manufacturers in this country and Europe, and carries a full and complete assortment of heavy and shelf hardware, agricultural implements, builders' and wagon material, mantels and heating stoves. He is also agent for the celebrated Charter Oak stoves and ranges and Fairbanks' standard scales. The New York Enamel Paint Company's goods are also kept in stock, and the entire stock is one of the most comprehensive of its kind in this part of the South. Several storerooms on Water and Dauphin Streets, extending through to Commerce Street, are required for storing and the display of the immense variety of goods kept on hand. Twenty-five employees are engaged in the various departments of this enterprise, and the trade of the house is quite general throughout this and adjacent states, Mr. Cunningham enjoying unusual facilities for obtaining goods at lowest prices, and he is thus enabled to place everything at most reasonable prices. He imports such manufactures from Europe as are superior to American makes, and keeps the best and most desirable goods to be found in this line at any place in this country. Possessing ample capital, and a thorough knowledge of the business, Mr. Cunningham has attained a most prominent position among representative business houses of this city, while his enterprise in establishing and sustaining here an industry which disseminates the reputation of Mobile over the entire country has been of great benefit to the commercial interests of this section.



F. A. LULING—*Sugar and Molasses Jobber, North Commerce Street.*

For some time past the constantly increasing demand for sugar and molasses has shown very plainly the necessity of a regular depot at which these articles can be obtained in quantities to suit purchasers, and at rates which would render them independent of the New Orleans merchants. Mr. Luling has at length solved this problem; and the gratifying success of his enterprise, even after so short a time, is sure prestige of the future. His wide-spread knowledge, ample capital, and other facilities, render him a formidable competitor of all older houses. Mobile, by right of position, general advantages, and the enterprise and push of men like Mr. Luling, will most undoubtedly one day assume an equal rank with the great cotton, sugar and molasses markets of the United States. Mr. Luling is a gentleman of an established reputation in our community, and deserves the aid and countenance of all right-thinking and public-spirited men who recognize the vital importance of his undertaking.

C. J. GAYFER & CO.—*Dry Goods, 103 Dauphin Street.*

The number of elegant and attractive dry goods stores found in this city is the grandest scale in which to weigh the importance of this department of our commerce. No city surpasses Mobile in this respect, or has a more desirable custom than this. Among the first retail dry goods establishments that of C. J. Gayfer & Co. is deserving of particular notice in this work, well located, and plentifully stocked with all the novelties as well as staple articles. This house is rapidly gaining a place second to none in the retail business, and here will be found a stock, carefully selected, of both foreign and domestic goods. Their stock is frequently replenished with all the latest novelties in handsome dress fabrics, and of unique designs. They attend to the supervision of their own business and employ five assistants. The variety of articles embraced in the general term dry goods is almost exhaustless, but the materials entering in their construction are principally cotton, wool, flax and silk. The business requires quite as great amount of good judgment, executive ability and keen foresight as any of the leading mercantile pursuits. This store is filled with as varied and complete a stock of dry goods — silk, cotton, woolen and linen fabrics — as can be found in any strictly retail establishment South. This house is doing as much to advance the industrial interests and develop the commercial reputation of this community as any other one concern, and has acquired a position in mercantile circles entitling it to the general esteem, respect and patronage of the public.

WASHINGTON FIRE AND MARINE INSURANCE COMPANY—*No. 52 St. Francis Street.*

Of the incorporate institutions of the United States there is no class that occupies a more prominent position and have proven more beneficial than fire and marine insuance compantes, and as such they are entitled to notice in a work designed to set forth the industrial enterprises that conduce to the public good, the wealth of the city, and accrue to the benefit of the citizens. No merchants, or manufacturers, or owners of steamboats or sailing ships, should, for a day, neglect to procure a policy of insurance; and we know of no company more deserving of liberal patronage than that of the Washington Fire and Marine Insurance Company, who do a general writing of policies on all real estate, as well as vessels, cargoes, and freight in transit. The company is prosperous, and yearly increasing its capital, and ranks among the solid institutions of our city. Mr. Louis Touart is President, and John H. Higley is Secretary. Both have been connected for a dozen years or more with the company—an evidence of their executive ability. For further particulars we refer you to the subjoined: Capital paid up, $100,000. Statement:—Net premiums for year ending July 1st, 1883, $19,771.91; losses, $3,077.54; expenses, less interest, $3,246.68—£6,324.22; net earnings, $13,447.69; previous surplus, $21,611,89; total surplus, $35,059.58. Assets: — Alabama State bonds ($25,000), $22,582.00; Mobile city bonds ($11,000), $6,077,50; discounts (commercial paper), $44,089.01; call loans and cash in bank, $55,102,93; real estate and office furniture, $4,907.83; unpaid premiums, $2,300.31; total assets, $135,059.58. Liabilities:—Reinsurance reserve fund, $5,000.00; net assets, $130,059.58.

STEWART & BUTT—*Manufacturers of Sawn and Split Cypress Shingles, Head of Water Street.*

In our general editorial notice elsewhere upon Mobile, we have conveyed very clearly such facts and figures as are required to show the numerous advantages enjoyed by this point in all matters pertaining to or contingent upon the lumber business, which is here a staple trade. In reviewing, therefore, the several firms and individuals engaged in this branch of industry, we refer to the firm of Stewart and Butt as being clearly entitled to recognition in this work. This enterprise was established four years ago, but the present firm has only been in possession since August, 1883. The present capacity of this establishment is 50,000 shingles per diem; and with new and improved machinery, and an engine of 80-horse power, the output will be doubled. About twenty-five hands at the mill and fifteen at the splitting yards are kept constantly employed. Their sawn shingles are made of uniform width, five inches—800 of which are equal to 1,000 standard four-inch shingles, and they can be laid more rapidly, making fewer joints in the roof. Messrs. W. S. Stewart and C. W. Butt are the individual members of the firm, and the business standing and general reputation of the house, as well as the honorable manner in which the business is conducted, entitles it to the esteem and consideration of the community. Its enterprise in promoting the industrial welfare of Mobile is a subject of favorable comment, and entitles the firm to the success it has so justly achieved.

L. FRENKEL & CO.—*Cotton Factors and Commission Merchants, No. 49 North Commerce Street.*

Among the many industries which tend to swell the commerce of the Gulf City, the cotton trade is undoubtedly the most extensive and perhaps the most thoroughly and systematically handled. Its very extensiveness is one reason for this, and another is to be found in the fact that the strong competition existing to gain this business causes the employment of only the very best business talent and the highest order of integrity, without which qualifications the candidate for patronage very soon goes to the wall. These remarks may serve as a trite and appropriate introduction to the well known house of L. Frenkel & Co. These gentlemen went into the cotton factorage business, in Mobile, some ten or twelve years ago, and very soon came to the front rank among Mobile merchants, a position to which their high qualifications justly entitle them. In addition to being excellent judges of cotton, which they have become by large experience and watchfulness, they are very systematic in their methods and are fully conversant with all the laws which regulate cotton movements. Add to this ample banking facilities, a full corps of assistants, strict, but at the same time liberal business practice and sterling integrity, and the reason of their popularity is self-evident. Mr. Lewis Frenkel, the senior of the firm, is of German nativity but many years a resident of Mobile. They offer the usual inducements in the way of advances, etc.

RICHARD & SNEIDER—*Groceries, Provisions, Liquors, etc., No. 40 South Commerce Street.*

Those branches of trade which are more especially related to the necessities of home and table, naturally call into requisition the shrewdest ability to meet the strong competition with which it must contend. These qualifications are apparent in the careful and at the same time energetic business management associated in the transactions of Messrs. Richard & Sneider. In the purchase of their supplies they are careful to secure, first, the best grades of goods for their trade, and, second, to secure them from good and reliable houses upon such terms as will enable them to give to their patrons the lowest cash prices. Their stock is replenished promptly, according to requirements, thus keeping always on hand the best and freshest goods, embracing every description of staple and fancy groceries and provisions, canned goods, wines, liquors, ammunition, rope, fish hooks and lines. Goods are delivered free of charge, either on board ship or to any part of the city. Occupying a central location, and being prompt in the delivery of goods, they enjoy a large trade that will be flourishing and lucrative as the reputation of the house extends.

DANIEL WHEELER—*Insurance Agent, 42 St. Michael Street.*

There is no class that occupies a more prominent position or has proven more beneficial than that of fire and marine insurance companies. No prudent merchant or manufacturer with his store-houses or factories filled with stock, no owner of dwellings, no owner of steam vessels or sailing craft, but will procure policies of insurance to indemnify him against loss by fire, dangers of sea, lake or river. Before procuring such policy it is essential to know: first, the company issuing the policy is sound and prompt in paying just losses; secondly, that when the policy is received through the hands of an agent, as the great majority are, the agent is reliable and experienced.

The many different characters of this all important business, the widows', the orphan's blessing and the merchant's friend, the cheapness by which life and property may still hold and have a fixed value after both have passed away, places its advantages readily within the reach of all.

Mr. Wheeler commenced the insurance business in 1865, and by his careful and judicious course of management has secured the respect of a host of friends, a large and profitable business for himself and the companies he represents. The companies securing such talent and able management can confidently look for frequent doles, prompt and large footings to monthly reports, and assurance that their business will be promptly attended to, in case of loss meet with speedy and fair settlement. This firm also conduct a shipping and commission business, contracting for freight and vessel cargoes, as may be desired, to any part of the United States or Europe. This has been the business of the firm of Daniel Wheeler & Co. for the past forty years, and their services in this line are of value to all who require freight at equitable rates.

W. R. GEROW—*Sign and Decorative Painter, 58 Dauphin Street.*

Painting is too well established as one of the fine arts to need any extended notice at our hands; and in every community the necessity of a good and competent painter is recognized and accepted as an inestimable benefit to all. Mr. Gerow is one of the ablest men in his profession of whom we have any knowledge. He is an efficient and capable mechanic, being skilled in all branches of that difficult science; and as a sign and decorative painter has no superior in his line. All work executed by him is guaranteed, and only first-class work is sent from his establishment. We cheerfully recommend him to the citizens of our town who may wish work in his line executed.

CITIZENS MUTUAL INSURANCE CO.—*No. 36 St. Francis Street.*

Of the many incorporated companies of the United States there is no class that occupies a more prominent position or that has proven more beneficial than that of fire and marine insurance companies. No prudent merchant or manufacturer, with his storehouses or factories filled with stock, no owner of steam vessels or sailing craft, but should procure policies of insurance to indemnify him against the loss by fire, or the unavoidable dangers of the sea, lake, or river. Before procuring such policy it is essential to know, first, that the company issuing the policy is sound, and prompt in paying just losses; secondly, that when the policy is received through the hands of an agent, as the great majority are, the agent is reliable and experienced. The insurance business of the city of Mobile is one of large proportions, and of the many agencies established the Citizens Mutual Insurance Co. stands pre-eminently in front. It was organized in 1865 by a board of incorporators, with a capital stock of $300,000, and its long existence is sufficient evidence of the ability and fairness exhibited in the conduct of the business. The annual business has been from $40,000 to $50,000, and increasing each year, and the company is represented all over the United States and Canada. They own and occupy a three-story brick building, 21x52 ft., and the services of four men are required in the prosecution of the business. They compare favorably with any first-class insurance company in the United States. Mr. E. B. Goelet is President, and Mr. F. E. Overall is Secretary; and with the able board of directors the future success of the company is assured.

STUART & POLLOCK—*Foreign and Domestic Dry Goods, 119 Dauphin St.*

Among the number of fine stores and plentifully stocked establishments in this section of the city, the dry goods and notion store of Stuart & Pollock is deserving of remark. The store room occupied by this firm is a handsome one, neatly fitted up and filled with as complete, varied and choice a stock of goods in their line as can be found in the city. Established in 1867, the firm has built up a handsome trade, determined not to be kept in the background, but, by applying all their energy and business talents, resolved to acquire a position second to none. They occupy a two-story brick building, carrying a full stock, and make a handsome annual showing in sales. This popular establishment ranks among the leading enterprises of the kind in the entire city, and merits liberal mention in this work. No house in this city offers greater inducements to the purchasers than this, and no establishment is more widely known and enjoys a better trade. The popularity of this firm is due to the liberal policy and prompt business habits of the proprietors, and the courteous and cordial manner in which every one visiting their store is treated by themselves and their employees, as well as the general excellence of their stock, the choice assortment that is at all times displayed, and the low and popular prices at which their goods are sold. They deal largely in foreign and domestic goods, and make a specialty of fancy goods, such as laces, veilings, embroideries, handkerchiefs, hosiery, etc. They carry a full line of goods and the trade is city mostly, but have quite a large outside order trade also; and as an enterprise of great merit in itself, as tending to increase the facilities and reputation of the city, we take great pleasure in giving this firm a space in our book, and confidently say that there are few establishments in the country equal to theirs, and none superior.

CHAS. B. AITE—*Timber, Woods, &c., Commerce Street.*

The products of our own clime and State should always receive a leading place in our columns, and so prominent a firm as the above will occupy such position in this or any other similar work. Mr. Aite has been in business for five years and has, in that space, won an enviable position in his line. His yards and establishment are on an extensive scale, and his facilities unsurpassed. He can furnish timber and fuel in any desired amount and at as low prices as can be desired. His stock of all kinds is selected with care and is of the very best quality. Mr. Aite is a native of Genoa, Italy, and has been here for about thirty years. His life-long experience renders him peculiarly fitted to conduct this branch of trade. All orders receive his personal attention and are promptly filled.

A. SCHIEMANN—*Manufacturer of Iron Verandahs, etc., No. 40 South Water Street.*

Foremost among the leading pursuits of the middle of the nineteenth century are the manufacture and commerce of iron. Every one can call to mind important and familiar applications of this material, but few realize how numerous and diversified are its entire uses. Architectural castings is an important division of this business and comes in for a share of attention. As the advantages of iron for this purpose, combining as it does strength and durability with cheapness and facility of elaborate ornamentation, becomes more manifest, the architectural popularity of the metal will extend. At No. 40 South Water Street Mr. Alexander Schiemann is engaged in the manufacture of iron verandahs, railings, doors, shutters, and all kinds of work; also does a general steamboat and ship blacksmithing business, in which he has been engaged for eight years. He has a thorough knowledge of the business and is a practical man, inspects all work done by his employees before it is pronounced complete. He works in heavy or sheet iron, and the prices are in accordance with prices elsewhere. Work is done at short notice and guaranteed to be satisfactory in every respect. Mr. Schiemann is a native of Germany, has an extensive experience in his line of trade, and those having business relations with this house may depend upon receiving all the advantages that result from long experience, large facilities and undoubted reliability, for he is a man that enjoys in a high degree the respect of his fellow-citizens.

J. ROUCHARD—*Mobile Broom Factory, Corner Royal and Church Streets.*

This well known establishment was started two years ago. The day is not so distant but that many of our citizens can remember that the brooms used here were the product of outside manufacture. To-day, Mobile is not only capable of supplying the entire local demand, but can and does furnish a surplus for foreign shipment. The improved method of bleaching, softening and dampening used by Mr. Rouchard has made this class of his wares a very important item of his varied and extended business. Mr. Rouchard sells mostly to merchants; he manufactures from the best and medium qualities of broom corn brush, and prices are according to quality of brush used; therefore we can recommend his brooms as good as any made in Mobile or shipped here from abroad. Mr. Rouchard is a native of New Orleans, but has been a resident of Mobile for six years, and has, since his residence here, completely identified himself with the interests of his adopted city, and has laid the foundation for a future competence most gratifying to possess. Mr. R. will eventually build up a trade of great importance, and will, by the patronage of our merchants, be enabled to increase his facilities and widen his business, to the benefit of not only himself, but to the advancement of Mobile also.

S. HAAS & CO.—*Wholesale Notions, 27 St. Francis Street; New York Office, 115 Worth Street.*

Although the above firm has only been in existence a year, its advantageous connections both in New York and Europe are such as to enable it to place goods in its peculiar line on the market at rates which defy competition, and by industry and enterprise they have attained a position which any house might well be proud of. They carry a complete and well assorted stock of hosiery, cuffs, collars, underwear, stationery, toilet goods, and in fact almost any article one might desire. The stock being new, is consequently of the very latest style and design. The building occupied is three stories in height, and is most conveniently arranged for the display of stock. Six to eight hands are employed. Mr. Haas is a cotton merchant of nearly thirty years standing, well known and respected by all branches of the trade, and consequently draws his custom from the best classes; his patrons being brother merchants, who knowing his high standing in other respects freely accord him the benefits of their patronage. Mr. Haas' success is assured, and it only remains for us to recommend his establishment to all who may desire anything in his line, confident that they will be more than satisfied with their investment.

B. HINCKLEY & CO.—*Importers and Jobbers of Fruit, Nos. 36 and 38 South Commerce Street.*

By a careful examination of the commercial facilities enjoyed by this city,, we find that among its contemporaries the house of B. Hinckley & Co. is perhaps the most important. This distinction is accorded not only from the fact that the house is one of the largest in Mobile, but in the magnitude of its operations and the enterprise of its business policy it may be regarded as occupying an eminent position and exerting marked influence upon the trade. The establishment under discussion is the only wholesale fruit house in the city, and the firm offer superior advantages to purchasers, as they have satisfactory arrangements made with vessels and fruit growers. Started five years ago, this enterprise has attained a flourishing and lucrative trade, and ships large quantities of fruit to all parts of the northwest. Mobile is conveniently situated near the islands producing tropical fruits, and full cargoes are received at the fruit depot of Messrs. Hinckley & Co. The individual members of the firm are Messrs. Benton Hinckley and Jason Gillette, both gentlemen of experience and business ability, whose energetic efforts to forward their own interests have been of great benefit to the commercial and industrial prosperity of Mobile. Orders for bananas, oranges, lemons, limes, cocoanuts, pine apples, and other tropical fruits are solicited, and prompt attention is given to supply the trade with both green and dry fruits. The importance of this concern as a distribution to the wealth and prosperity of the city is patent, while it may be fairly presumed that the growth and increase of the establishment itself will be commensurate with that of the city.

ROBT. T. SHULTZ & CO.—*Coppersmiths and Sheet Iron Workers, No. 10 South Commerce Street.*

For an indication of the progressive spirit of the present age, an extended notice is given of some of the most important enterprises of the Gulf City, of which none are more entitled to notice in the present volume than the works of Robt. T. Shultz & Co. The magnitude and importance of the transactions of this house and the skill which characterizes its methods and operations, gives to it a conspicuity which entitles the enterprise to no second place among the important industries of the State. This establishment was founded in 1867 by Mr. J. W. Shultz, the father of the present manager, Mr. Robt. T. Shultz.

In 1881 the present firm name was adopted. Sheet iron and steam fitting work is done by this house, also the building of distilleries and breweries, and they construct work for steamboats. The trade is general throughout Mississippi, Alabama, Florida and New Orleans, and also do all the steamboat work in their line here and at Pensacola. The building occupied is 28x100 feet, and fifteen skilled mechanics are employed, all work being superintended by Mr. Shultz and guaranteed to give satisfaction. In all matters of detail with reference to his business Mr. Shultz has acquired a fund of accurate knowledge and experience which makes his opinion valuable to his customers and esteemed by the trade. It is but fair to say in conclusion that those who are desirous of purchasing goods in this line of trade will do themselves an important favor by calling upon him before awarding their contracts elsewhere.

CHAS. W. GELBKE — *Agent Foss & Schneider's Queen City Beer, No. 3 West Broad Street.*

The healthful qualities of a clear and pure beverage like Foss & Schneider's Cincinnati beer is no longer a question of doubt among physicians and scientific men, but on the contrary it is recommended for its fine tonic qualities and invigorating effects. Mr. Chas. W. Gelbke, an old and well-known citizen, and one who understands the business, represents the manufacturers of this celebrated beer at this point, and our saloons are learning that it really has qualities far superior to most makes, as no adulterating drugs are used in its preparation, hops being very largely used in its manufacture, and hence they are ordering the beer from Mr. Gelbke. Dealers throughout the surrounding country can be supplied at very liberal rates by ordering direct from him. We recommend this establishment to the favorable consideration of the public.

JOHN C. RUSE—*Insurance Agency, 38 St. Michael Street.*

Insurance, or assurance, relative terms of general like signification, may be defined to be a contract of indemnity, whereby one party, in consideration of specified payments called premiums, undertakes to guarantee another against risk of loss. Insurance has progressed and come down to modern times with increasing efficiency, utility and popularity. One of the most successful and most prominent agencies in Mobile is that conducted by John C. Ruse. He possesses in an unusual degree all the qualifications and characteristics for making him a valuable man in the business —activity, enterprise, conservative prudence, sound judgment and keen business tact. As to experience, the great element to success, Mr. John C. Ruse has been connected with the insurance business for the past sixteen years. This firm represents some of the most prominent, wealthy and reputable insurance companies in the United States. The annual business amounts to about $60,000. Companies represented:—Equitable, life, (assets) $55,000,000; North British and Mercantile, fire, $33,000,000; "Old Hartford," fire, $5,000,000; Fire Association, fire, $5,000,000; Underwriters Agency, fire, $4,000,000; Germania, fire, $4,000,000; Phœnix, fire, $5,000,000; Universal, marine, $5,000,000; Eastern, marine, $500,000; Guarantee, fidelity, $3,500,000. Total assets represented, $120,000,000. The standing of the companies represented and intrusted to his management is evidence of the esteem and high standing he enjoys in this community. He was born in Columbus, Georgia, came to Mobile in 1866, and is regarded one of our old and prominent citizens.

B. CORRALES—*Manufacturer of Havana and Domestic Cigars and Importer of Havana Tobacco, 32 St. Michael Street.*

Among the houses that have been greatly instrumental in promoting the interests of the cigar and tobacco trade, that of B. Corrales stands prominent. This popular house has been established ten years, and has attained a wide spread celebrity from the superiority of the cigars manufactured here, hand-made grades are specialties, thousands being manufactured monthly, the most of which are sold in the city. For due regard to the wants and rights of customers, Mr. Corrales has a high reputation, and keeps on hand chewing and smoking tobacco, which he offers to the public at the most reasonable prices. Situated as it is the sales-room of this establishment is convenient to the numerous merchants and commercial men in the business portion of the city, who patronize it liberally and always receive satisfaction at the hand of both Mr. Corrales and his employees. He keeps from four to six hands, and his business per annum amounts to from 150,000 to 175,000 cigars, his business comparing favorably with any house in the city. The character of the stock is thoroughly first-class and unquestionable in every respect, and no inferior articles are put upon the market, as they keep on hand the most celebrated brands both foreign and domestic. The firm is a reputable one in Mobile, and has done much to centre trade here. He conducts also a cigar store at the northwest corner of Jackson and St. Francis Streets, keeping the usual varieties of stock there.

THEO. GUESNARD, Jr.—*Importer of Havana Cigars and Cigarettes, Virginia Chewing and Smoking Tobacco, Wholesale and Retail, 35 North Royal Street.*

One of the most important branches of industry of Mobile is the manufacture of cigars, and due notice must be given of the representative houses in every special line of trade, and in this connection we desire to attract the attention of our readers to the well-known cigar and cigarette emporium of Theo. Guesnard, Jr., whose place of business has been situate under the Battle House, corner Royal and St. Francis Streets, for twenty-one years, and has lately removed to his present place, No. 35 Royal Street. He deals in all the best American and foreign brands, which are warranted to be of direct importation. Virginia chewing and smoking tobacco of all qualities is kept in stock in wholesale and retail quantities. His trade extends throughout the city and many of the towns throughout the State. It is with pleasure we introduce this house to our readers, feeling assured that all business relations will result in the most satisfactory and pleasant manner. He takes orders for the Louisiana lottery, selling tickets for the same; and also sells tickets for steamships to Europe, etc. He has been established in business since 1843, and enjoys the confidence of the public generally, and should be noticed in a business history of Mobile like this.

CITY HOTEL—*Mrs. M. E. Waters, Proprietress, No. 70 South Royal Street.*

Among the numerous interests of Mobile there is no enterprise which elicits from the general public a more careful consideration than our hotels. The City Hotel is one of the old established houses in the city, and centrally located, being on Royal Street. Mrs. Waters succeeded Mrs. Warner in November, 1883, and she is fully competent, having had large experience in this line in the city. The house is a three story brick, and contains thirty-five rooms, and can accommodate from forty to fifty people comfortably. The first floor is devoted to restaurant and dining room; above are parlor and sleeping rooms. Its hallways and sleeping apartments are roomy, well lighted and ventilated, and careful attention is given to combine cleanliness and order in every department. The house is furnished throughout in the most comfortable and attractive manner. The hotel is so situated as to require but a few minutes' walk from depots, postoffice, and places of amusements, and under the present efficient management it is becoming well known by the traveling public for home-like comforts and the first-class accommodations afforded. The rates are perfectly satisfactory to the patrons of the house. The readers of our volume will find it to their interest to patronize this house while visiting Mobile. The hotel has been thoroughly renovated and refurnished. The table will be supplied with the best the market affords.

E. P. HERPIN & CO.—*Staple and Fancy Dry Goods, Nos. 105 and 107 Dauphin Street, S. E. Corner Conception.*

The trade in dry goods is the most important branch of commerce in this country, as it is one of the prime factors in the development of commercial progress and exercises a larger influence than any other branch of trade. The variety of articles embraced in the general term dry goods is almost exhaustless; but the materials entering into their construction are principally cotton, wool, flax and silk. The business requires as great amount of good judgment, executive ability as any of the leading mercantile pursuits. These gentlemen have been in the business since 1852, therefore are considered pioneers, and their store is filled with as varied and complete a stock of dry goods, silk, cotton, woolen and linen fabrics, and all kinds of selected fancy goods, such as laces, gloves, handkerchiefs, hosiery, fancy dress trimmings, etc., as can be found in any strictly retail establishment in the South. They carry a full line of goods and occupy a two-story brick building, better known as the Bee Hive Store. Their stock is ample and the assortment as well selected as can be found to choose from. The proprietors give their persoual attention to all departments of their business. For energy, enterprise and liberality they have no superiors. This house is doing as much to advance the industrial interests and develop the commercial reputation of this community as any other in the city, and has acquired a position in mercantile circles entitling it to the general esteem, respect and patronage of the public. They are natives of Mobile and have been in the fancy dry goods business for thirty years. Their career in this city entitles this house to the prominent position it holds among our solid institutions.

C. HUNTER WILSON—*Dealer in Staple and Fancy Dry Goods, 113 Dauphin Street, between Conception and Joachim.*

Among the first retail dry goods establishments that of Mr. Wilson is deserving of particular notice in this work. Well located, plentifully stocked with all the novelties as well as the staples, this house is rapidly gaining a place second to none in the retail business. This enterprise was established in 1883, and they carry a full line of the best goods found in the market. They employ four efficient hands, and have a large city trade. Here will be found a stock carefully selected of both foreign and domestic goods. Taking all the obstacles that attend the establishing of a business in view, he has made a most enviable business record, and by his enterprise and energy he has built up a trade that compares very favorably with any in the city. He is popular with all classes of customers, and the reputation this house has acquired as being proficient in meeting the entire demands of a general and changing public is well earned, and the laurels of success have been placed where they are meritoriously deserved.

JOHN ELSWORTH—*Importer and Dealer in China, Crockery, Glassware, Lamps, etc., No. 45 Dauphin Street.*

While at the present day Mobile can boast of no extensive manufactories of crockery ware, the role of this indispensable article of merchandise constitutes no unimportant element of her mercantile interests. The most extensive establishment in the city in this line of trade, and excelled by none in the South for extent of trade and completeness of assortment, is that of John Elsworth, located at No. 45 Dauphin Street. The entire building is occupied with a complete assortment of foreign and domestic crockery, plain and decorative China, glassware, looking glasses, lamp goods, chandeliers, cutlery, plated ware, and house furnishing goods, with all other articles pertaining to this department of commerce. His stock is ample, and, as he imports largely, consists of fine French China from celebrated firms, creamy-looking English ware from the famous potteries of England, beautiful chamber sets from well known manufacturers, and glass, stone and earthen ware from all quarters; the firm always being first to secure any new designs or styles of glass or crockery ware that are placed in the market. No firm enjoys a greater degree of confidence and respect of the community, and to their energy and honorable and liberal manner of conducting their business is their signal success attributed.

A. SANDOZ—*Photographer, 72 Dauphin Street.*

If we were asked to name the characteristics essential to a first-class photographic artist, the supply suggested by the nature of the duties of the profession would probably be correct. They are the love of art for its own sake, a knowledge of its own technicalities, and patience. Without the latter, success in this very exacting profession is difficult of attainment. Mr. Sandoz exercises patience with his work and does not allow a subject to leave his studio only partiaily satisfied. He has the ambition to produce not merely a photograph, but a likeness, and there is a marked distinction between the two. Some photographs are no more like the person whose face they are intended to represent than the shadow of a building is like the building itself. Mr. Sandoz secures a faithful likeness first and then assists by his art in its embelishment. He produces all the most desirable styles and sizes of pictures; as he has had years of experience in this line of business, and is familiar with all of its details. He gives general satisfaction and is most courteous and attentive to visitors. The studio is very tastefully arranged and finished, and bears the impress of the artistic talent of its occupant; and all those who desire a life-like likeness are recommended to the gallery of Mr. A. Sandoz. Mr. Sandoz does also quite an extensive business in engraving, doing fine work for some of our leading jewelry houses, a profession he learned in Europe in his early life and which he is well qualified for. We are pleased to note these industries in our work for the benefit of all who desire work in this line.

T. C. BUSH & CO.—*Wholesale Grocers and Agents for the Celebrated Sycamore Powder, Nos. 44, 46, 48, 50 and 52 North Commerce Street.*

It would not be possible to give an impartial and complete sketch of the commercial industries for which Mobile is noted, and to which she owes a large share of her commercial greatness, and at the same time omit mention of some of her leading houses in the wholesale grocery line. Among those houses whose extended transactions and high standing in business circles entitle them to special mention in this connection is that of Messrs. T. G. Bush & Co., it being one of the largest not only in the city but in the South as well. This house was established about ten years ago, Mr. Bush having previously been in business as a cotton factor. The members of this firm, Mr. T. G. Bush and Mr. J. S. Knight, being already well known throughout this and adjoining States as men of fine business qualifications, active, industrious and enterprising, with a large financial backing, they have done a very extensive business from the start. This however they have added to each year until it has so grown as to require five large stores, each 125 feet deep, extending through from Commerce to Front Streets, to contain their immense stock. They give steady employment to eight competent clerks and six colored laborers, in addition to a full corps of traveling salesmen, who operate along the lines of river and railway communications throughout Alabama, Mississippi, Florida and parts of Georgia and Tennessee, and they carry one of the heaviest stocks in the South. Here are to be found every article known to the wholesale grocery trade in large quantities and arranged in such an orderly and systematic manner that each can be gotten at on a moment's notice, such staples as bacon, flour, sugar, as well as the lighter and fancier articles generally designated as "shelf goods." Here are to be found the choicest tocacco and cigars, and they are the agents for the celebrated Sycamore Powder. The individual members of the firm are both active and intelligent business men, well known in business circles of this and adjoining States as men of sterling worth. As men of large business abilities and experience they manage their large trade with consummate skill. We take special pleasure in offering this sketch of the house, and visitors to their establishment will verify all we have said. It should be added that Mr. Bush, the head of this large establishment, is president of the recently organized Mobile Merchants' Exchange, an additional evidence of the esteem in which he is held by his brother merchants. He is also president of the Alabama Lumber & Naval Stores Co., which was organized with a capital stock of $100,000. They will be large producers of lumber, naval stores, etc., and the company own about 20,000 acres of very finest pine lands, with equipments for conducting a most extensive business.

KELLY & HILL—*Paints, Oils, Glass, etc., No. 14 South Water Street.*

Entitled to a very prominent place among the leading and most popular business firms of the city in this line of business is the firm of Kelly & Hill, located at No. 14 South Water Street. Their enterprise was started in 1868, and has attained a fair share of the trade of such houses in this section. In the wholesale and retail store and painting department ten employees are engaged; all goods sold are just as represented, and the work done is entirely satisfactory. They enjoy unusual facilities for the purchase of goods and are thus enabled to offer goods at reasonable prices. Paints, oils, glass and everything pertaining to this branch of business may be found at this establishment, and great care is exercised in the purchase of lead, only the best known and reliable manufacturers being patronized, the durability of all paint being largely dependent upon the quality of this article. Messrs. Thomas S. Kelly and George Hill are the individual members of this firm, both long residents of our city, and highly respected citizens of the "Gulf City." Possessing that adaptation to the business in which they are engaged which comprehends in detail its full requirements to meet the public demand, this establishment enjoys a prosperous and increasing business which fully justifies the liberal mention here accorded to it.

JOHN YOCKERS—*Harness Manufacturer; also dealer in Saddles, Bridles, Whips, Collars, and Saddlery Hardware, No. 44 South Royal Street.*

The special branch of manufacturing industry carried by Mr. Yockers is one of much importance, and withal so conducive to the wants and necessities of the general public as to be deserving of special mention in this work. This enterprise was started soon after the war, and a large share of patronage is enjoyed in the city and vicinity. The harness manufactured by him has a great demand wherever it is known, and Mr. Yockers also carries a large and complete assortment of harness and saddlery goods, embracing all kinds of heavy and light harness, saddles, bridles, cart harness, collars, whips, blankets and brushes. Two assistants are employed, who are efficient in this kind of work, and particular attention is paid to all repairing, which is neatly done and with dispatch. Mr. Yockers is a German by birth, and in his line has one of the best establishments in the city. He gives personal attention to the manufacturing department of the house, and persons who visit his store will find goods as represented. Such men as Mr. Yockers are a credit to any city, and give strong evidence of what may be accomplished by vim and push, coupled with honesty of purpose.

MOBILE SAVINGS BANK—*No. 38 St. Francis Street.*

Contingent upon and identified with the industries and commerce of the city, the Mobile Savings Bank is justly regarded as one of the most substantial and conservative financial institutions of the city. It is instituting no invidious comparison between this and other financial institutions of the city to say that the former occupies a position in virtue of its age, history and magnitude, in a fiduciary sense, peculiarly eminent and peculiarly its own. At the close of the late war, this bank paid every dollar of its indebtedness with interest, standing alone among the banks of the Confederate States in this respect, which should recommend it to the patronage of all. Our citizens have deposited large and small amounts here as they desired, and its money has been of great benefit and advantage to the mercantile community. Organized in February, 1852, this institution has sustained a most prosperous and satisfactory career, and the interests of the depositors have been guarded most zealously. A general banking business is done here, such as buying and selling of exchange, loaning and all the usual banking and discounting privileges enjoyed by other banks. It stands to-day one of the most sound and solid financial institutions of the State, and carries a large amount of State bonds. Mr. Thos. Henry, our eminent and well known crockery merchant, has been its President for the last twelve years, and Mr. John B. McMillan is the efficient cashier; both enjoy the confidence of the people for upright business integrity and executive ability. This is one of the old landmarks of the city, and an emblem of her past history and present prosperity. We take pleasure in presenting these few facts, as we know our citizens and friends and patrons of the bank will feel proud to see it in connection with a commercial history of the city.

W. J. HEARIN & CO.—*Cotton Factors, No. 35 North Commerce Street.*

The publishers and editors of works of a kindred nature to this have, in collecting and elaborating the business interests and establishments of a city, unusual facilities and data for observing the importance of the different styles or classes of business, as to their bearing on the general thrift and development of the mercantile advantages and the inducements which those cities claim and hold out to capitalists in quest of investments. Among those we would unquestionably give precedence to the various enterprises connected with cotton in its manifold commercial and manufacturing industries; of these there are none that tend in a greater degree to the extension and enlargement of business than the cotton factors and commission merchants, or exert a more favorable influence in promoting business relations with other States and other countries. Among the prominent houses devoted to this branch in Mobile, that of W. J. Hearin & Co. may justly be regarded as one of the representative firms. This house has been in operation for almost a score of years, and has been a success from the start. They do a general cotton and commission business, their consignments of this staple article coming largely from the States of Alabama and Mississippi. The services of from eight to twelve educated and experienced assistants are required in the various branches of the business. This firm having a large capital are prepared to make advances on consignments, and prompt attention is paid to every thing sent to them. The individual members of this firm are Messrs. W. J. Hearin, C. T. Hearin and Wm. Gaillard, all of whom have been engaged in this branch of trade for a number of years, and are A 1 cotton men in every sense of the term. They possess the esteem and confidence of the trade in an eminent degree. This, with their courteous attention to all and their high standing in the community, has won for them the confidence and patronage of the public.

E. FLINN & CO.—*Manufacturers of Mattresses and Bed Springs; also dealers in Furniture, Moss, Feathers, Excelsior and Cotton Ties, N. E. Corner Water and Conti Sts.*

Adding in no small degree to the general industrial thrift of this community, the house of E. Flinn & Co. naturally demands the attention of a work the objective point of whose aim is a proper and detailed display of the resources and advantages of Mobile. Established seven years ago, this house has been largely increased, and, to-day, is numbered among the representative houses of the kind in this part of the country. All kinds of mattresses and bed springs are manufactured by Mr. Flinn and a well selected assortment of furniture of every description; moss, feathers, excelsior and cotton ties, a specialty being made of cotton top mattresses. Four assistants are employed, and all work is turned out in good order. Special attention is paid to the renovation of mattresses, and a large trade is supplied throughout the city and vicinity. Mr. Flinn is a native of New Jersey, and is well and favorably known to the business community as a reliable and trustworthy citizen, and is justly entitled to a liberal and extended patronage.

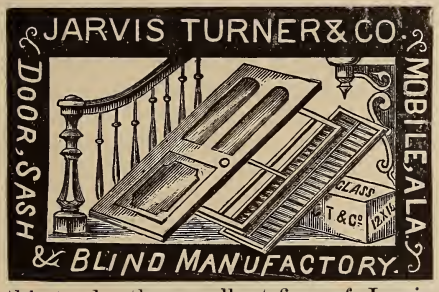
MOBILE STOCK YARDS—*R. L. Maupin & Co., Cor. Knox and St. Joseph Streets.*

Among the rising industries of Mobile, and one which bids fair at no distant date to render her almost if not entirely independent of the West in this respect, are the stock yards. They are controlled and managed by R. L. Maupin & Co. Their establishment is thoroughly fitted out and conducted both for the reception and care of live stock, and they employ only the most skilled and efficient hands in their business, consequently they give universal satisfaction in all respects, and enjoy the confidence of their customers. They have on hand some of the choicest breeds of cows in this section, and also very fine draught horses and mules. Their hogs are also noted for their excellent qualities, being not inferior to the imported ones in any respect. An over-supply is never kept on hand, but all consignments are disposed of promptly. To give some idea of the extent of their business, we will merely state that they sometimes receive ten car-loads of stock in one consignment. Planters, farmers and all others interested in this branch will find it to their advantage to open correspondence with this firm, as nowhere will they find better accommodation or terms than with them.

MOBILE THEATRE—*T. C. De Leon, Proprietor, Corner Conti and Royal Streets.*

In a detailed review of Mobile as a commercial and manufacturing center, with elaborate comments upon her various institutions worthy of mention, there are none more appropriate for special attention or which affords more interests to our citizens engaged in the various businesses, and the travelers who are called to visit the city in the transactions of business, than our places of amusement. In the last few years much has been done throughout the country toward building and fitting up theatres and opera houses for the accommodation and comfort of the great world of theatre-going people, who, in these temples of the muses, find recreation of an innocent and improving character. The Mobile Theatre, of which Mr. T. C. De Leon is the proprietor, is a three-story structure built of brick; has been recently modernized, is papered, frescoed, upholstered and carpeted in late styles, and one thousand people can be comfortably seated, while 1,500 have been accommodated there. The stage is unusually large, being 65x68 feet, and the scenery provided is as fine as any in this section of the country. The equipments are complete, the dressing rooms being spacious and convenient, and in every respect this is a first-class theatre. The proprietor and manager, Mr. T. C. De Leon, is an active and energetic gentleman, fully conversant with the requirements of his position, and richly deserves the success that he has attained. Mr. De Leon was educated at Georgetown College, and for a number of years was managing editor of the Mobile Register. He is at present publisher of the "Gossip," one of the best advertising papers in the State, and has manifested perseverance and ability that has placed this theatre, under his management, at the head of such institutions in the South. Pleasing entertainments that cannot fail to please the people are furnished during the amusement season, and Mr. De Leon is thoroughly devoted to the development and progress of the profession, having done much, by his enterprise and ability, for its elevation.

JARVIS TURNER & CO.—*Mobile Door, Sash and Blind Factory, Cor. Water and St. Anthony Streets.*



Among the industries and commercial pursuits of Mobile, there are none occupying a more prominent position, or exercising a more healthful influence on the general thrift and prosperity of the community than the general lumber trade. This section of the State abounding in timber of the most useful description, it is only reasonable that enterprises connected with the lumber trade should be among the most inportant commercial factors in this city. Among the houses engaged in this trade, the excellent firm of Jarvis Turner & Co. stands in the first walk among the largest dealers in Southern Alabama. This factory has been established ten years and is most complete in regard to machinery, stock and appliances, and is an entirely first-class building out and out, well equipped for the prosecution of business, with the latest and most approved machinery. The services of from twenty to thirty employees are required to keep pace with the orders. The factory consists of a brick building 100x100 feet, provided with iron doors and shutters, making it as near fireproof as possible. Ample grounds are occupied, where cypress and pine lumber is stored. Doors, sash, blinds, mouldings, brackets, mantels, window and door frames and balusters are manufactured by Mr. Turner, and wood turning and scroll sawing done. Builders' hardware, window glass and pure mixed paints are carried in stock, which he is enabled to offer to the trade at popular prices. Mr. Turner has resided in Mobile since 1836, and ranks among our most influential citizens. This house is a desirable one with which to establish business relations, and can be relied on under all circumstances for square, honorable dealing. Liberal, energetic and straightforward in his policy, he has been successful in legitimate business, always occupying a high position for mercantile honor and integrity.

DOMINICK KUNZ—*Grocer and dealer in Ropes, Seines, Gill Nets, Twine and Fishing Tackle, Nos. 54 and 56 South Commerce Street; John P. Kreiter, Agent.*

The visitor to Mobile who passes through the markets or along those thoroughfares where are the principal restaurants, cannot fail to be impressed with the magnificent display of fish she makes. In fact, as a fish market Mobile stands unrivalled on the Continent. Fresh and salt water trout, perch, sheephead, red fish, red snappers, groupers, drum, croakers, and last, but by no means least, Spanish mackerel and pompano abound in the waters of the rivers, bays and gulf in the vicinity of the city, and these are marketed here in large quantities at very moderate prices, constituting a very important industry. To procure the fish the necessary appliances must be had, and Mr. Kunz, with a keen foresight which was characteristic of him, devoted his energies to providing them in full quantities, of every variety and at minimum prices. With this end in view he keeps a full line of fishing tackle of every description, from the smallest hook and line to angle for a minnow to the largest dimensions required to haul in a shark, including such as are needed for catching fish of the sizes between. Seines for hauling in waters free from obstructions, and of all dimensions; gill nets for use in smaller streams; twine for making seines; cast nets, gill nets, etc.; rope of all kinds, comprise only a brief catalogue of his stock in this line. In addition he also keeps a full line of groceries and ship chandlers, oyster tongs, rakes, etc., of best quality and at low rates; so that the lovers of the rod and line who may go out for a day's or for a week's sport can obtain from him a complete outfit without having to run around in search of necessary articles. He employs five hands, and occupies two large stores of two stories each for his business, which is most suburban but largely local in its character. The house was established by Mr. George Stauter in 1865, to whom Mr. Kunz succeeded and has been prosperous from the beginning, as from its entire reliability it deserves a liberal patronage from the people.

LITTLE, WILKINSON & CO.—*Wholesale Grocers, Nos. 32, 34 and 36 North Commerce Street; Agents for DuPont's Powder and Boneset Bitters.*

In gathering for preservation in durable as well as portable form a list of the industries of Mobile, we propose in this work rather to present remembrances of a generally interesting nature than to indulge in personal compliment. With this preface no apology need be offered for mention of the grocery trade; and to touch upon this branch of commercial enterprise would be seriously slighting the work in hand were we to omit some of the heaviest dealers in this department. We therefore call special attention to the firm of Little, Wilkinson & Co., wholesale grocers and dealers in western produce, wines, liquors, tobaccos, &c., at Nos. 32, 34 and 36 North Commerce Street. This firm belongs to that staunch, sagacious class of merchants who have been identified with the commercial interests of the city for several years past, and to whose enterprise and perseverance those interests are indebted for much of their present development. Dr. W. G. Little and Mr. J. B. Wilkinson, the thoroughly energetic and practical gentlemen who compose the firm, have had a life-time experience in the grocery trade, and no men engaged in mercantile employments understand its wants and requirements better. The firm was organized in September, 1869, as Hargrove, Little & Co., and so continued until a few years ago, when Mr. Hargrove's death occurring the firm style was changed to its present form. Three large stores, extending through the entire block (two floors each), are requisite for their stock, which embraces a full line of all such goods as are usually found in a first-class wholesale grocery store, including wines, liquors, tobacco, cigars, &c., of every grade. They are also agents for the celebrated Du Pont's Gunpowder, with which all sportsmen are familiar, and of the Boneset Bitters, a pleasant beverage possessed of very high medicinal properties. They do an unusual business, amounting to nearly half a million dollars, distributed mostly throughout Alabama, Mississippi and Florida. Ten assistants are constantly employed to keep the stock in order and to serve customers, and prompt attention paid to orders by mail. A corps of traveling salesmen are also engaged to facilitate the dealings of merchants at a distance. Messrs. Little and Wilkinson are both native Southerners, and by judicious management have built up an enormous trade and a reputation for commercial integrity of which any merchants might justly be proud.

ED. E. ZIEGLER—*Bread, Cake and Cracker Baker, Nos. 48 and 50 South Royal Street.*

The bakery of Mr. Ed. E. Ziegler is located at Nos. 48 and 50 South Royal Street, conveniently situated near many of his patrons, and a complete stock of bread, cakes of every description and crackers is always kept on hand. This enterprise was started eleven years ago by the present proprietor, and by close application to business and good work has increased his business from year to year, until now he has one of the finest trades in the city. Seven assistants are constantly employed in the different departments of the establishment. The premises occupied are well arranged and fitted up for the bakery business. Mr. Ziegler is a man of large experience in the bread business, having made a thorough study of it, and is thoroughly conversant with all the details and requirements of the trade. He is a German by birth; is a prompt, energetic and reliable man, and through these qualifications has laid the foundation of a competence that will be a pride and a pleasure to him in the future. The trade of this well known house is general throughout the city, reaching also to the suburbs and small settlements in the vicinity. Orders are also received from over the bay and from steamboats and ships. His prices are reasonable, his work done well, and he is deserving of the liberal patronage of the public.

R. C. MACY—*Auctioneer and Commission Merchant, Corner St. Michael and Water Streets.*

In no business is there a greater call for experience, tact and perfect reliability than in that of an auctioneer. The party who consigns his goods is completely at the mercy of the agent, and hence it is of urgent necessity that the agent in this particular line should understand its details in the minutest particular, and should moreover be a man of unquestioned integrity and in every other way worthy of the esteem and confidence of his fellowmen. These qualities are all well combined in the character of Mr. R. C. Macy, whose place of business at the corner of Water and St. Michael Streets is one of the largest as well as oldest and most popular in the city. Mr. Macy, though a native of Massachusetts, has resided in Mobile over forty-five years, and has literally grown gray as an auctioneer, which has been with him a life-time calling. From the nature of his business his trade is mostly local, he receiving consignments from all the Northern and Western States and large cities. His trade is of sufficient magnitude to justify the constant employment of four hands and the occupancy of two large three-story stores to hold his stock. He has his regular auction days, which are well known and thoroughly advertised, and on these days the stores are densely thronged with dealers of all classes. He attends also to outside sales in any part of the city, where he will cry off goods at the lowest rate of commission. In addition to his auctioneering he does a large commission business, and shippers can rely on it that goods consigned to him for sale at auction or private sale will be well handled.

JAMES L. SOUTHWORTH—*Dry Goods, Groceries, Liquors, Feed, etc., Springhill Avenue, near Broad Street.*

Among the important industrial and commercial enterprises which contribute to the standing and progressive spirit of Mobile, is her extensive grocery and provision trade. In a sketch of the enterprising houses engaged in this business, that of Mr. Jas. L. Southworth is fully deserving of liberal mention. This enterprise was started five years ago, and has received a large and growing patronage, especially from the farmers coming in and going out the Springhill road. They are able to get the best prices for their produce here, exchanging poultry, eggs, butter, pelts and hides for other commodities. A full line of dry goods, groceries and liquors is kept on hand, and all the variety of goods to be found in a general store. He has a separate feed room and supplies all kinds of feed, hay, etc., to his patrons at prices not surpassed in this vicinity. He buys in large quantities, and is thus enabled to offer goods to the trade at liberal prices. This is the most enterprising store in this part of the city, and our readers will do well to form his acquaintance. Mr. Southworth is a native of Mobile, has traveled extensively through the North and West, and his reliable business methods commend his establishment to the most liberal public consideration.

M. MULLER—*Manufacturer and dealer in all kinds of Furniture, No. 23 South Water Street.*

Mobile offers peculiar facilities for handling the trade in furniture and the manufacture of articles in this line. The forests that skirt the rivers and the railroads tributary to the port, and extending for miles upon miles on either side of these thoroughfares of communication, abound in the finest lumber for the purpose in the world, and the low freights to this market enable their delivery to the workers in wood at the minimum cost. Add to this that labor here is cheap and we see that the advantage is still further enhanced. This being true, it is no matter of surprise that manufacturers of and dealers in furniture in Mobile are enabled to conduct a prosperous business and to compete favorably with other markets. Mr. Muller belongs to that sturdy German race who, from childhood, are schooled to habits of industry and economy. Learning his trade with his father, he came to Mobile when a mere lad, and has unfalteringly devoted himself to its pursuit ever since. About four years ago he inaugurated his present business, which has steadily increased and now compares very favorably with that of older similar establishments. He uses all the modern improved tools, scroll saws, turning lathes, planing machines, etc., in his work, and keeps four competent assistants constantly at work in his shops, besides an ample force of clerks, salesmen, etc. He requires in addition to a capacious store three floors of the building for working and storing of goods, and keeps a full line of goods always on hand; office and library furniture and store fixtures he makes a specialty, and also repairs furniture. The house is financially solid, and enjoys every requisite facility for giving purchasers and parties desiring repairing, etc., all the advantage of low prices. Mr. Muller can give all guarantees that those who favor him with patronage will be well treated.

MacEWAN & SEEAR—*Merchandise Brokers and Commission Merchants in Produce, 49 Commerce Street, Mobile; P. O. Box 466.*

The magnitude and importance of the merchandise brokerage system is not as well understood as its merits demand, and to be fully appreciated facts and figures connected therewith might be given that would astonish the uninformed. These we shall not give here, however, for lack of time and space, but will simply state that nearly half of the produce handled by wholesale dealers, and perhaps a greater proportion of that first purchased by the retailers in most large cities, is bought and sold through the medium of the broker. Keeping himself constantly informed as to the fluctuations in prices, grades and classification of goods, supply on the market, &c., he is enabled to give his patrons the best advantage of the market at all times. It pleases us in this connection to state that all the requisite qualities in this direction are to be found combined in the gentlemen who compose the firm now under consideration. Mr. MacEwan, who is a native of Glasgow, Scotland, a country famed for producing a race of men noted for habits of sturdy honesty, came to Mobile twenty-six years ago, and has spent most of his life in the grocery business, serving for many years as clerk; for sometime after the war he was employed in the house of N. Forcheimer & Co., and about two years ago established his present business, which, by judicious management, he has brought to a satisfactory, prosperous condition. Mr. Seear, who is a native of London, manages the business of the firm in Charleston, S. C. This house has the agency at Mobile and Charleston of the celebrated N. K. Fairbank & Co., of Chicago, and St. Louis dealers in lard, pork, &c., and are brokers and commission dealers in produce, lard, flour, sugar, &c., which they always keep in stock in quantities to meet the ordinary demand. Their customers are mostly the wholesale merchants on Commerce and Water Streets, than whom no men are more competent to judge of a broker's qualifications. They recently suffered some interruption in their business from the destruction of their store by fire, but Phœnix like they have risen from the flames and are fully on their feet again with unabated activity and energy. A large brick store is occupied by them, and three efficient and competent hands assist them in handling goods and securing customers. To strangers and others unacquainted with Mobile's representative men we can give assurance that no more reliable house in any line is to be found than that of MacEwan & Seear.

E. S. PERRYMAN & CO.—*Grocers and Cotton Factors, Nos. 58, 60, 62 and 70 North Commerce and Nos. 47, 59 and 61 Front Street.*

Mobile is certainly well provided with first-class grocery establishments, and she owes no small share of her commercial importance to this circumstance. And there is a reason for this and a lesson to be deduced from it. First, it proves that her advantages in handling this very important industry are of a superior character—such as accessibility to the producing country and superior freighting facilities to the consumer; and second, that consumers and buyers who buy to sell again, will consult their interests by seeking this market as a favorable one in which to make purchases. In consulting this duplex advantage, the stranger who comes within the gates will naturally make inquiry as to the character of the parties who engage in the trade that most interests them, the condition and extent of their stock, and their facilities for selling at the lowest market rates. One of the results of these inquiries will be to turn them for further investigation to the old establishment of E. S. Perryman & Co., and to the examination of the large and varied stock they always keep on sale; to buy after this is done follows as a natural sequence. The house was established by the father of the present senior as far back as 1842, under the firm style of Perryman & Sons, Mr. E. S. Perryman becoming a little while later a member of the first organization, and did a prosperous business until the sectional war occasioned an interruption of business throughout the South. At the conclusion of the war the house was organized in its present form, and the business triumphs of the old establishment have been completely eclipsed. In the ante-bellum days "groceries" occupied the sole attention of this house, but in later times it has adoped the cotton factorage business, which is now with them a very important branch. To say that they carry at all times a full line of staple and fancy groceries, wines, liquors, tobacco, cigars, etc., only partially covers the truth, as their stock of all these things is one of the largest and most carefully selected in the city, to itemize which would consume more time and space than we can spare for this general sketch. That they do their share of business follows without the telling, as otherwise they would curtail their stock and expenses to agree with the different condition. Their trade extends throughout Alabama, Mississippi, Florida and Tennessee, to handle which they keep from twelve to fifteen hands constantly employed. Four large brick stores, each 80x140 feet, are required for their business, the stores extending through the entire block, and two floors of each of them are constantly well filled. The individual members of the firm are E. S. Perryman, sr., M. D. Perryman, of Monroe Co., and E. S. Perryman, jr.; of these the senior Mr. Perryman and his son have made a life profession of the business, and are therefore familiar with its every detail. Mr. M. D. Perryman, the other partner, is a planter, residing in Monroe Co. All of them are gentlemen of education and intelligence and well known throughout the section, not only as financially strong, but equally so as of correct business habits and unswerving integrity. The older Mr. Perryman has long been identified with the public interests of the city, having held different positions of honor and trust in her municipal and financial institutions. They make the usual advances on cotton consigned to them, and offer every other customary facility. They can be relied upon as among the first business men of the city in every respect.

MRS. RENA SAUNDERS—*Millinery and Fancy Goods, 42 Dauphin Street.*

In every town the millinery business constitutes an important industry; and in Mobile the fashions keep well up with the rest of the world. Prominent among the establishments in this line, that of Mrs. Rena Saunders holds a leading position. Mrs. Saunders commenced this business in 1860, and the twenty-three years of her uninterrupted success are evidence of the popularity of her work and taste among the ladies. Her location in the most fashionable quarter of the city is highly favorable to her trade. Her stock of goods is always carefully selected and in the best styles, consisting of ribbons, laces, velvets, bonnets, and everything calculated to please the most fastidious leader of fashion. Her trade embraces the entire city, and she supplies some neighboring towns. Mrs. Saunders is a lady of ability and talent, and has all the characteristics of a successful milliner. She is also agent for Dr. Warner's celebrated health corset.

A. B. TREAT—*Furniture, Carpets, Oilcloth, etc. No. 12 South Water Street.*

The enterprise of which Mr. A. B. Treat is proprietor was started in 1829 by Mr. Miles Treat, and after a variety of changes has passed into the hands of Mr. A. B. Treat, who has enlarged the business, and now occupies the two stores at Nos. 10 and 12 South Water St., each three stories in height. Six employees are required, and the stock consists of furniture, carpets oilcloths, window shades, mats, paper-hangings and carriages for children, etc. We will conclude by saying, that from the already well-earned reputation of Mr. Treat business relations entered into with him can only be profitable, pleasant and permanent.

T. DOOLEY & SON—*Ship Carpenters and Builders, 11 Conti Street.*

The design of our volume being to diffuse general information concerning the industries and resources of Mobile, we would be doing an injustice to one of the best firms in the city to pass it over in silence. Mr. Dooley commenced his present business twenty years ago, and by industry and perseverance has attained his present position. He came to this country from Europe twenty years ago, and has a life-time experience in his trade. The firm are prepared to do all kinds of work in their line; boat building, repairing, and estimates on contracts. Their work and its excellent quality are well known in and around Mobile, and the rapid increase of their business proves conclusively that it is appreciated by all.

C. BARNES—*Mobile Pioneer Photographic Gallery, No. 85 Dauphin Street.*

In 1840 Mr. Chauncey Barnes made his debut in this optical, chemical and scientific art, and bought the first camera he ever saw or heard of. He then visited Prof. Morse, the great electrician, and Prof. Avery, professor of chemistry and philosophy at Hamilton College in New York State, learned all he could from them, both of the "modus operandi" and science, and since then has adopted each new improvement in the art by purchasing expensive apparatus or securing the services of artists to procure the knowledge of these improvements. He conducted this business in many towns, cities and villages of New York State, and then went to Canada, photography being a new art there; he introduced and established it in Toronto, Kingston and other cities, where he was very successful and well received. Then returning to the States he operated in Baltimore for three years, then visited Washington, Charleston and New Orleans. In 1844 he came to Mobile, when he established himself permanently and has carried on the business to the best of his endeavors ever since. Other photographers have from time to time temporarily established themselves in the city, but Mr. Barnes has waded "through thick and thin," taking the lead in the business, and has obtained the first premium at public fairs whenever his work has been offered for competition. In 1856 he embarked in the advanced department of the art, producing life-size portraits with the solar camera and painting them in oil, water or pastel colors. During the month of March, 1857, his orders exceeded $4,400 in this branch of the business, and four portrait painters were required to complete the work. Business in the various lines with him continued good until the war broke out, which entirely closed out the large portrait branch of the business. When peace was declared he resumed his enterprise in its former style, added all the new improvements, and his business flourished until a fire destroyed his entire gallery and some other property he had accumulated during the war. In a short time he was established in another building and finally fitted up his present gallery, where he has the advantage of a superior light and spacious, elegant rooms. Enjoying unusual facilities, this house is the pride of the city and a credit to the profession. His trade mark is "Acme Excelsior."

I. C. DuBOSE & CO.—*Wholesale Druggists, No. 7 North Water Street.*

In presenting for the consideration of our readers, both at home and abroad, historical and descriptive reviews of the great industries and commercial enterprises of Mobile, it is necessary and important to select representative institutions and establishments, and consider more particularly those whose success has made them conspicuous and gained for the proprietors positions prominent in the mercantile history of the city, the character of business men being often measured by their success, reflecting in a certain ratio the credit and reputation of the community of which they are members. The drug trade of this city, or in fact any city, is one of the most important integers or factors in the general make up, and exercise an influence not exceeded by any other branch of trade. With regard to so well known a house as the above named, but little can be said that is not already known of its importance as a mercantile industry, and a detailed description is therefore unnecessary, beyond giving the plain facts connected with this the largest and oldest drug house in the South. As they do a large jobbing trade, their business extends through Mississippi and Florida to a large extent, attests fully the success they have won and the high standard of business ability, integrity and energy with which they have conducted their enterprise. The premises occupied by the firm are located at No. 7 South Water Street, and consists of three floors, and in the rear a large warehouse, admirably situated and adapted to the transaction of their business. The departments are numerous, and they employ seven assistants. Their stock embraces paints, oil, dye stuffs, varnishes, American and foreign chemicals, proprietary and patent medicines, pharmaceutical preparations, with a large and complete assortment of drugs and druggists' sundries. The members of the firm give their personal attention to the entire business, ensuring all customers and correspondents fair dealing, accuracy in filling orders and prompt attention, and have built up one of the strongest and best mercantile houses in the State, doing an annual business equal in amount to that of any drug house in the South.

MOBILE ICE FACTORY—*North Commerce Street.*

In sections of country where, as in Mobile, the warm season extends over the greater portion of the year, ice becomes a luxury, becomes in fact a necessity. It is pleasing, therefore, to note the fact that Mobile enterprise, aided by Mobile capital, has made provision for supplying this much wanted article in any required quantity, and at prices to place it in reach of all, rich and poor alike. With this object in view the Mobile Ice Factory Co., a chartered corporation, was organized in 1880, and has been ever since in successful operation. They have in use all the latest improved machinery, and by the most recent process of manufacture are now turning out from twenty to twenty-four tons of ice daily. This they dispose of largely in the city, but their trade also extends into the interior of our own and adjoining States, shipping both by rail and boat. The ice is manufactured from distilled water, and of course free from all impurities, and is therefore as healthful as any produced by nature's process. They have the most improved and best machines in operation, being of the world renowned Boyle patent, which so far has no equal. This enables them to be fully prepared to promptly meet all demands. They employ from twenty to thirty hands, and report that their business compares favorably with that of similar establishments elsewhere. Mr. A. S. Lyons, an accomplished and polite gentleman, is the secretary, and has the main charge of the business. Those having business with this house will find him well acquainted with his business, as well as just and honorable in his dealings. It should be added that the Mobile Ice Factory Company is prepared to ship in any quantity, with all the requisite facilities desired, either by the sack or car load to any point; their convenient situation to all the railroad depots and steamboat landings guarantees promptness and despatch, and their figures will defy competition.

W. J. McGUIRE—*Stationer and News Depot, 53 Dauphin Street.*

Among the most noticeable business houses on Dauphin Street, both from the variety of its stock and general equipment, is that of Mr. W. J. McGuire. His stock comprises paper, stationery, fancy goods, envelopes, etc., all from the best manufacturers, and chosen with taste and care to suit the wants of his numerous customers. His news stand also contains dailies from all the leading cities of the country, North, East, South and West, together with a full line of periodicals, magazines and general newspapers, all of which are supplied at very reasonable rates. His store is a prominent one, and has enjoyed six years of uninterrupted prosperity. Mr. McGuire keeps his stand constantly replenished with everything which may tend to please his numerous patrons. His zeal in keeping the citizens of Mobile informed as to what is passing in the outside world is deserving of commendation in the highest degree, and we trust the citizens of this place will continue to show their appreciation of his efforts to please them.

PETER BURKE—*Tobacconist, Importer and Manufacturer Cigars and Tobacco, 6, 8 and 10 Dauphin Street.*

The immense and increasing tobacco cultivation of the United States cannot fail to attract the attention of all who are aware of the general prosperity of the country in all departments. In the Southern States there are unequalled facilities for tobacco growing, of which the people are only now becoming aware. Mobile can justly claim a prominent place in the statistics of the tobacco trade, and in Mobile no firm holds a higher position than that gentleman whose name heads this article. Mr. Burke has an undoubtedly first-class store in every respect, and his assortment is as fine as it is varied. Importing from the very best manufacturers in the world, and always commanding ample capital, he is enabled to compete with all rivals on their own ground. Ever on the alert for forced sales and other opportunities of buying at reduced rates, he thus is often enabled to sell at the very lowest possible figures. He also manufactures largely for the New York market, and also for dealers throughout the South and West. Mr. Burke, throughout a business career of twenty-five years, has always maintained his standard as a leading dealer and manufacturer in this city, and in other respects is all that could be desired, and a call at his establishment on Dauphin Street will repay any who wish fair dealing and the best goods in this line.

DEW & KIRKSEY—*Cotton Factors and Commission Merchants, No. 47 North Commerce Street.*

It is pleasing for those who are to have business transactions with a city, of whatever character, to know that reliable and experienced men are to be found with whom they can trust their interests. The nice discriminations that are made in the different grades, and other details in regard to cotton interests, render it of primary importance that the merchant who handles this business should know all about it. Messrs. Dew & Kirksey fill these requirements to the last letter. Mr. Duncan Dew, jr., the senior of the firm, was reared on a cotton plantation in Green Co., where he learned all the details of growing the staple and preparing it for market, and has supplemented this valuable information with some ten or twelve years' connection with the present firm, whose business has been to sell cotton as soon as the condition of the markets rendered it desirable to do so. Maj. Foster M. Kirksey, in addition to having been engaged for many years as a cotton planter in Green Co. (this State), was formerly of the house of Kirksey & Carpenter, to which the present firm succeeds, and is consequently fully endowed with all the needed information. They are, moreover, both of them, gentlemen of education and intelligence, with ample financial resources and sterling integrity. They are making usual advances upon cotton consignments, selling always to the best advantage and make purchases of supplies at the lowest market figures. They employ six or eight competent clerks and other assistants, enjoy unsurpassed facilities in every other respect and are perfectly reliable.

HENRY HAMERSEN—*Restaurant and Oyster Saloon, No. 32 North Royal Street.*

As most of our readers abroad are likely sooner or later to visit Mobile, it may be well to give them an idea of those public establishments to which they will resort; and in such a connection the lodging and restaurant establishment of Henry Hamersen must not be omitted. It occupies the head position in the city as a place par excellence where an epicure may be suited; hence, when an establishment is found that fills the bill as a first-class house, it is duly appreciated and patronized accordingly. This is particularly the case with the neatly appointed establishment of Henry Hamersen, of 32 North Royal Street, the daily resort of merchants, clerks, strangers in the city, and the public in general. At this popular house everything is neat and inviting, and to those desiring good rooms the best in the city will be furnished at reasonable rates. Mr. Hamersen prides himself on keeping good rooms, which are new and airy; and he can accommodate all who desire to give him a call. The establishment is a two-story brick, is spacious and well adapted for restaurant and lodging. This gentleman will be found courteous, painstaking, always ready to do all in his power for the entertainment of his patrons, and is worthy of confidence and an extensive patronage. He succeeded Ferdinand Smith, and aims to keep up the established reputation of the restaurant. He was born in Germany, but has lived in Mobile for thirty years, and is well known to our people as a pleasant and good man.

LAKE, BRYANT & CO.—*Cotton Factors and Commission Merchants, Corner of Commerce and St. Louis Streets.*

The old residents of Mobile and surrounding country need no word of commendation for the house of Lake, Bryant & Co. It has already made a good record among business men, and stands as one of the most reliable firms in the city. The house is second to none in point of stability and responsibility, and enjoys to the fullest degree the entire confidence of customers who have patronized them through a long series of years. All the members of the firm are refined and cultivated gentlemen. Mr. Lake was for many years previous to his present connection a member of the well-known firms of Parker, Lake & Co. and Lake & Marshall. They have ample facilities for the performance of all the details of their business; a staunch financial standing, a full corps of competent assistants, and most commodious and conveniently arranged office. They make the usual advances, purchase supplies for their customers when desired, &c. Their business lies mostly in Alabama and Mississippi, with a growing Florida trade. Their customers can rely upon being fairly and liberally served.

L. HAMMEL & CO.—*Wholesale and retail dealers in Dry Goods, Notions and Fancy Goods, Carpets, etc., 41 and 43 Dauphin Street.*

Among the number of fine stores and plentifully stocked establishments in this section of the city is the dry goods store of L. Hammel & Co. The store room occupied by this firm is a handsome one, neatly fitted up and filled with as complete, varied and choice a stock of goods, in their line, as can be found in this part of the city. Their stock is frequently replenished with all the latest novelties and unique designs in handsome dress fabrics and notions. They make a specialty of a good stock of carpets, mattings, window shades, etc., and in fact the stock contains every description of goods pertaining to this line, being complete in all departments; and their store is packed with a new and well selected assortment of articles, from the most expensive fabrics to the cheaper materials and notions necessary for the convenience of purchasers. Customers are served with alacrity, and orders are filled with the utmost dispatch. Several assistants are employed, and the trade is an exceedingly flourishing one. An attractive stock and liberal prices, together with reliable and courteous dealings, have gained these gentlemen the esteem and confidence of the community. This house, soon after starting, took rank as the leading wholesale and retail house in this part of the country, a positon to which they were justly entitled from their extensive transactions, the magnitude of their stock, and the well known characteristics of the gentlemen composing this firm. This is one of the most commodious and convenient business houses in the country, and as large as any in the city. The immense business is thoroughly organized under different departments, managed by competent men, all under the constant supervision of the proprietors, and in these departments can probably be found more goods suited to the wants of the merchants and patrons in this section of the country than can be found in any other establishment in the city.

ESPALLA & HAYNIE—(*Sucessors to J. D. Haynie & Co.*), *Real Estate Brokers and Auctioneers, No. 52 St. Francis Street.*

The judicious and careful handling of real estate, both in renting and selling, requires men of sound judgment and business tact, entrusted as they are with a line of business which exceeds in magnitude any other single industry. The above firm have been in business for ten years, and in that time have built up an enviable reputation for themselves in their peculiar line. They attend to all branches of real estate, buying and selling, transferring property, etc., and in all respects they rank with the best firms in Mobile. Their long experience and thorough business training render them capable of carrying any amount of business, and our readers and subscribers, both in and outside of Mobile, will find it profitable to correspond with them in regard to all matters connected with their business. By promptness, skillful management and integrity, they have built up a handsome and increasing business, which is the best evidence of their ability in this line. Their success is an accepted fact, and is as gratifying to their patrons as to themselves.

J. A. De ORNELLAS—*Watchmaker and Jeweler, N. E. Corner Dauphin and Water Streets.*

A good jeweler is an indispensable requisite in every community of taste and culture, and he whose work in this line displays the most talent is always certain to have the most liberal patronage. The people of Mobile are not behind their brethren of other cities in this respect, and the generous patronage which they extend to the fine establishment of Mr. J. A. De Ornellas shows in what esteem he is held as a jeweler and otherwise. Mr. De Ornellas is a native of Portugal, but came to America at an early age, first learned his profession in New Orleans, and, coming to Mobile in 1853, worked steadily up, and in 1873 opened his present fine establishment. His stock comprises all the latest novelties in the line of jewelry of all descriptions, diamonds, watches from the best makers, native and foreign, spectacles, and, in fact, everything calculated to please the eye of the most fastidious buyer. As a practical workman and repairer he has no superior, and nothing leaves the establishment which has not been thoroughly approved and tested. His position as a leading jeweler is fixed beyond competition and will most assuredly be maintained.

RUDOLPH BENZ—*Architect, No. 15 North Royal Street.*

One of the most successful as well as widely known architects in Mobile is Mr. Benz, whose office is located at 15 North Royal Street. He established his business some years ago, and has since followed his profession with the most gratifying results. Having a natural taste for designing, he has cultivated his talents to such a high state of perfection that he has become master of every detail of the business, as numerous specimens of his ability abundantly attest. During his active business career he has erected a number of private buildings from his original designs and under his special supervision, all of which evidence his skill and eminent fitness for his calling. A number of draughtsmen are constantly employed, when needed, in drawing plans and specifications for buildings, etc., all of whom are skilled and thoroughly reliable. As he has been a resident of this city for many years, he has cultivated an extensive acquaintance and enjoys the confidence and esteem of the community. He is prepared to furnish plans and specifications for any kind of public or private buildings and superintend their construction, in this city or surrounding country, at the most reasonable rates. Those of our readers who contemplate the erection of any kind of a building requiring the services of an architect will conserve their own interests by consulting Mr. Benz, who will be found, not only familiar with his business, but a pleasant and agreeable man with whom to have business relations.

F. BAUDOIN—*Hair and Jewelry, 97 Dauphin Street.*

Conspicuously prominent among the houses of Mobile identified with the jewelry trade is that of F. Baudoin, which is regarded by the public with marked favor and consideration. Established in 1859 by the present proprietress, the business has gradually augmented from small proportions, and now is not surpassed for variety, richness or tasteful selections, for an elegant assortment of fine imported and American watches of the best make, rings, jewelry, jewels; while in the countless articles of taste and utility in solid silver, clocks, bronzes, and various articles of vertu, this house presents advantages to the buyer that can hardly be duplicated in the South. In the repairing department a specialty is made of fine watches, clocks and jewelry, which is entrusted to none but experienced workmen. The stock carried is general. In addition to the jewelry business are those of hair braids, chignons, curls, Saratoga waves, Langtry bangs, etc., perfumery, fancy goods, and cosmetics of various descriptions. Fine ornamental hair jewelry made to order in the latest style at short notice. Watches and jewelry carefully repaired and warranted. It is but simple justice to say, in concluding this brief sketch, that no establishment in the city is regarded as more reliable, and none has gained so enviable a reputation in the satisfactory execution of all orders entrusted as this.

PLANTERS AND MERCHANTS MUTUAL INSURANCE COMPANY—*Home Office, 26 St. Michael Street.*

Ranking among the prominent and popular insurance companies, in Mobile, is the Planters and Merchants, with agencies extending largely over the State. It was incorporated in 1866, and has a capital stock of $100,000, with surplus of over $50,000. The board of directors have always been elected from our most able and competent men. The present board consists of the following well known citizens: A. P. Bush, T. G. Bush, L. Brewer, T. S. Fry, W. L. Baker, D. T. Parker, S. A. Barnett; A. P. Bush, President; Geo. A. Pearce, Secretary. This company have always had a successful and prosperous business, having realized as high as 38 per cent profits. They insure stores, residences, vessels, cotton, etc. We can give no better reference of its healthy condition than by annexing the annual statement of June 30th, 1883. Assets.—Cash in banks and office, $18,095.38; office building and furniture, $7,000.00; other real estate (market value), $15,867.84; bills receivable, $116,704.61; stocks, $1,900.00; interest accrued, $2,061.17; open accounts (secured), $8,358.15; premiums in course of collection, $2,067.32. Total, $172,054.47. Liabilities.—Capital, $100,000.00; dividend due stock holders, $10,000.00; bills payable and other indebtedness, $10,530.05. Total, $120,530.05; leaving net surplus, $51,524.42. Total, $172,054.47.

EMILE'S SHAVING PARLORS—*Emile Scheuermann, Proprietor, No. 4 South Royal Street.*

A good barber is a necessity of every community not to be overlooked; and the barber who provides the best accommodations for his customers and does the best work is always sure of a liberal patronage. The subject of our sketch has succeeded in accomplishing this end beyond all dispute, and he who enters his rooms for the first time cannot but be impressed with the beauty of the appointments and the taste displayed in the selection of his ornaments. Everything that can conduce to the comfort of the patrons of his establishment is provided, and in the depths of one of his luxurious easy-chairs one is tempted to woo slumber for an indefinite period. No less than seven assistants are constantly employed in ministering to the comforts of the public, who show their appreciation of their skill by a most liberal patronage. He also keeps on hand an elegant assortment of gents' furnishing goods —collars, ties, cuffs, general underwear, etc. The entire establishment is not surpassed here or in the South, and is a credit to the city in which it is situated. Mr. Scheuermann is a native of Mobile, and displays all the qualities of his native city. He is industrious, active and progressive, and wide-awake to every improvement in his line and elsewhere.

OATES & BOTTER—*Wholesale Dealers in Flour, Grain and Western Produce, Nos. 25 and 27 North Front and 26 and 28 North Commerce Streets.*

One of the most important branches of industry connected with the business prosperity of Mobile is the trade in flour, grain and western produce. The articles embraced under this heading are all staple in their character, are in constant demand for daily consumption and employ millions of dollars annually in their purchase and sale. It is well for buyers to know, when in search of such articles, where they may be obtained and who are reliable dealers in them. It is with pleasure, therefore, that we refer to Messrs. Oates & Botter, at Nos. 26 and 28 North Commerce Street and 25 and 27 North Front Street, as a house in this line of first-class repute. It is one of the old established houses whose mercantile efforts have been steadily rewarded with success, an unerring indication of merit. In addition to their two stores upon the ground floor, they occupy the third and fourth floors of the same building and a large warehouse besides for storage of their large stock. They employ eleven hands to handle goods and serve customers, and have telephone connection with the rest of the city, and all the other modern conveniences for transacting a large business with accuracy and dispatch. In addition to a comfortable city trade they have very extensive business dealings with merchants and others in Alabama, Mississippi and Florida, special attention being given to all supplies for timber camps. Mr. Botter is an Alabamian and Mr. Oates a native of North Carolina, both of them gentlemen of energy and industry and unswerving integrity; fair and liberal in their business transactions and provided with every business facility.

L. P. WAGANER—*Stalls 25 to 29, Southern Market, Butcher and Jobber in Meats.*

The statement that Mr. L. P. Waganer is an experienced butcher and understands his business thoroughly is entirely superfluous, as his experience of twenty-five years is a guarantee beyond all question of his capacity in his peculiar talent in this line. The trade of the butcher is beyond all dispute the most important branch in any community, as a neglect in providing good fresh meat to customers is always sure to result in trouble, both to himself and others. Mr. Waganer supplies steamships, sailing vessels and smaller craft, as well as the leading hotels, with the very best meat which can be procured, and has universally given satisfaction in all his dealings. In order to supply the demands of this class of custom, he keeps his immense stock in the most improved refrigerators, which, in the hottest weather, keep it pure and untainted. His customers embrace all classes of our citizens, who can bear testimony that, altogether, this establishment ranks first of its class in Mobile. Mr. Waganer is a native of Denmark, but has resided in Mobile for the past twenty-five years, and has by industry and economy raised himself to his present enviable position, which he will doubtless maintain in spite of all competition.

J. P. KEHOE—*Dealer in Silks, Dress Goods, Hosiery, White Goods, Notions, etc., 129 Dauphin Street.*

This place of business was established in 1869, and is to-day one of the finest dry goods stores in the city, and is patronized by the most popular and opulent citizens of Mobile. In regard to the stock kept on hand here, we may say that no similar store in the city can surpass this one in this particular, for it is both large and of an unusually fine assortment. Bargains are to be had here every day, especially in such goods as flannels, blankets, comfortables, sheetings, table linens, towels, and a choice selection of hosiery, underwear and embroideries, etc. Mr. Kehoe has given this business his entire time and attention for a number of years, and few if any merchants are more familiar with the dry goods trade than he. The prices of first-class goods here are very low, and in this respect the house is able to compete with any in the city. It is gratifying to notice a substantial house such as this which has withstood the changes and vicissitudes of a juncture. One of the great springs of the success of this house has been industry, economy, active energy and commercial integrity. He is among our leading and substantial merchants, and his standing and credit, wherever known, is first-class in every respect. He makes a specialty of silk dress goods and hosiery, and employs from eight to ten hands, and his place of business occupies two floors—pleasant, accessible and commodious.

S. L. HAHN—*Wholesale Dealer in Chewing and Smoking Tobacco, Cigars, &c., No. 17 North Water Street.*

The practice of making specialties of a few articles or a particular line of goods is growing more and more common every year, and appeals directly to the common sense of men who enter the markets to make purchases. The practice enables the merchant to keep better posted as to the quality of the articles in question, and also to keep a better view of the fluctuations in the various markets; thereby maintaining large stocks and better assortments than would be possible under the old plan, and at the same time justifying their sale at lower rates. Among the different trades that have thus been singled out within the last few years, the trade in tobacco and kindred articles is conspicuous. This is one of our largest commercial industries, too, as Mobile is one of the best markets in which to procure this class of goods. Mr. S. L. Hahn took this departure in 1874, and the success with which his enterprise has been met is ample testimony as to the correctness of his judgment. He imports his stock direct from first hands, and is therefore enabled to favor his customers with the lowest prices, as he incurs none of the expense in handling stock incident to the employment of middle men. He carries at all times a full line of goods, including all grades of chewing and smoking tobacco; imported and domestic cigars, pipes, snuff, &c., which are sold at bottom prices. He has had large experience in his specialty, and is a man of unquestioned business integrity. A large three-story building contains his well selected stock, and with five experienced clerks and salesmen to assist him in handling it, he is possessed of every facility for doing a large business. Parties who contemplate purchases in this line cannot fail to find everything they need at Mr. Hahn's, and at prices of which they have no reason for complaint.

HERMANN ROSS—*Manufacturer and Dealer in Cigars and Tobaccos, No. 22 South Royal Street.*

It would be a most flagrant omission on our part to pass over the tobacco interests of Mobile without some allusion to the more prominent firms and dealers in that most important product of many portions of the United States. Mr. Ross, whose establishment ranks high among similar firms in Mobile, has been in this business for nine years, and some of his brands are universal favorites. He manufactures several hundred thousand annually, and his orders come from all points. Mr. Ross is a native of Frankfort-on-the-Main, in Germany, and has since his residence here thoroughly identified himself with the trade and interests of Mobile. His factory employs only the very best cigar makers, and liberal wages are paid them for their labor. His stand is one of the most popular in Mobile, and those who need a first-class and fragrant cigar would do well to patronize him.

SHIELDS & CO.—*Book and Job Printers, Exchange Alley, Mobile, Ala.*

The style of work and the promptitude in filling orders at this establishment has attracted public attention, and a large patronage has been secured. All kinds of job work, in all colors and sizes, from the smallest card to the largest poster (and book work) is executed from clear type on presses of the latest improved style. Engaged in this line of business, the house whose name appears above ranks among the best, and may justly be considered a representative establishment in the printing trade of the Gulf City. This trade was established in February, 1873, by W. A. Shields and D. W. McGaughey, the former having been in the printing business since 1847, and the latter in the same business since 1848. Both of these gentlemen being thorough practical printers by trade, their years of experience, combined with the latest machinery and appliances, enable them to turn out work as nearly perfect as it is possible for hnman skill and intelligence, armed with the most modern devices and instruments pertaining to the art of printing, to make it. Their line of business is confined principally to mercantile, card and job printing, book and pamphlet work generally, in the city and State. The neatness and promptness with which their orders are filled have secured for them a steady and lucrative trade, and they are business men who have done much to elevate the standard of the trade in the city.

J. B. PIDAL

(Successor to Jose & Francisco Balbontin),

Manufacturers and Dealers in Havana and Domestic Cigars, No. 9 North Royal Street.

The manufacture of cigars constitutes an important item in the statistics of Mobile, and a sketch of the most prominent houses in this line is not only fitting but also necessary in our work. Mr. Pidal is a native of Spain, and he learned his present occupation in Havana, but for the past twenty years has followed it in Mobile. His long and varied experience has enabled him to produce and put on the market several brands of cigars which have everywhere been received with favor, the sales extending as far West as Arizona, and as far East as New York. The low rates at which they are sold, and the excellent quality, are shown by his extensive orders from other sections. He employs from eight to ten expert cigar makers, who turn out only first-class articles. In all respects he sustains the name of the house to which he has succeeded, and in fact he has carried the perfection of his cigars to a higher degree than was ever attained by them. We cheerfully recommend him to all of our readers who wish a good brand of cigars, knowing that they will endorse our statements in every particular. Mr. Pidal manufactures the "Good Taste" brand of cigars, which is a favorite among those who have once given it a trial.

L. C. STOLLA—*Manufacturer of Candy, No. 36 Royal Street.*

The factory of Mr. Stolla, on Royal Street, noted as it is for producing none but the very best grades of candy, is an establishment which cannot be overlooked in noticing the most prominent business houses of Mobile. An experience of many years in the manufacture of candy enables him to produce a quality which is unsurpassed anywhere, either for purity or delicacy of flavor. He commenced his present factory in 1866, and has steadily and surely worked his way to his present position as one of the best and most reliable dealers in the country. Mr. Stolla is a native of Michigan, and his profession was learned in that city of cities, Chicago. His long and varied experience, and generally large business knowledge, render him peculiarly fit for his present undertaking. His establishment is well fitted out with the most improved machinery, and his personal attention ensures prompt delivery of goods ordered. His establishment is well deserving the patronage of all who desire the best candies at the most reasonable figures.

J. E. THORP—*Undertaker, Livery and Sale Stable, 8 and 10 S. Conception Street.*

This establishment has been in existence twenty years, and has always ranked as a first-class one in every respect. The stock comprises some of the best Kentucky breeds, and they are well taken care of and always present a creditable appearance. He keeps constantly on hand thirty-five to forty of the best blood and pedigree, suitable either for riding or driving. His building will accommodate fifty head of horses most comfortably; and every care is taken of and attention paid to those placed under his care for training or otherwise. Mr. Thorp is a gentleman of large experience in his line, and no one in Mobile is more competent to assume the responsibilities which rest on his position. In addition to his livery and sales stables, he carries on a general undertaking business in all its branches, which occupies two brick buildings, two stories each, one 70x100 feet and the other 60x85 feet, which are thoroughly fitted up to meet the requirements of his business. He gives constant employment to nine hands, who thoroughly understand their business and are diligent and attentive. Mr. Thorp is a native of Mobile, and fully understands the business to which his time and energy are devoted. He is well known and esteemed, and enjoys the confidence of his numerous patrons.

F. A. HODGES & CO.—*Carriages, Buggies, Harness and Saddlery, No. 12 St. Francis Street.*

A carefully detailed examination of what may be called the industries of Mobile, reveals the fact that many extensive enterprises are carried on in this city which demand special attention at our hands, and will arouse the interest of the reader, not only by their magnitude, but by the prominence which they have achieved. Of such the house of F. A. Hodges & Co., and the impetus which it has given to the thrift of the community, becomes fit theme for remark, and is sufficient reason for some comment on its operations. For almost half a century this house has occupied a place among the enterprises of the "Gulf City," and its career has been successful throughout, from the fact that none but the best goods are offered for sale, purchases being made from the very best manufactories in the country. Goods are obtained from Wilson, Childs & Co., manufacturers who pride themselves upon the excellence of their products; and they sell the Milburn wagons, famous for superior qualities. They carry in stock a full line of carriages, top buggies, open buggies, phætons, spring and farm wagons, road carts, harness, saddles, collars, bridles, and the usual assortment of goods in these lines found in similar establishments. They are able to guarantee all articles sold by them, and place prices as low as can be done by any other house. The trade is general through the South, numerous orders being received from old patrons of the house. Three floors of the building on St. Francis Street and a warehouse on St. Michael Street are required for the display of their large assortment of goods. Mr. F. A. Hodges succeeded his father in this business, is an active and energetic business man, meriting the esteem and confidence of the trade. All correspondence is promptly attended to, and selections are made for purchasers unable to visit Mobile personally.

DIEGO PALLISER—*Soda and Mineral Water, Corner Bayou and Dauphin Streets.*

The establishment of Mr. Diego Palliser is one of the features of our city, and its remarkable increase in the last few years is one of the proofs of the progress of Mobile in all branches of trade. Its complete and thorough equipment with the most improved apparatus and machinery for the manufacture of soda water, ginger ale, cider and other cool and refreshing drinks, the superior quality of these beverages, and the general taste and finish of the entire place, render it undoubtedly, what no one will dispute, the leading factory of its kind in Mobile. All orders are promptly attended to and the goods shipped free of charge to any portion of the city, thus enabling all classes alike to enjoy what in our climate is absolutely necessary, especially during the long and sultry spring and summer months. Mr. Palliser is a gentleman of excellent standing and business capacity, and during his residence in Mobile has earned and retained the respect of his fellow citizens. His establishment is firmly fixed in all respects, and all can bear testimony to the pleasant effects of his standard "soda water," "ginger ale" and "cider."

TWO BROTHERS—*Restaurant and Lodging, J. Martin, Proprietor, 16, 18 and 20 South Royal Street.*

Throughout many years this restaurant has maintained a high standard, and although the present proprietor has only had it in hand for the past two years, under him it has not been allowed to deteriorate in any respect. A caterer of many years' experience and standing, he knows exactly what dishes suit the taste of the public, and seconded as he is by the best of cooks and waiters, there is little left to be desired. All the delicacies of the season are constantly on hand, and are served up in the most appetizing and seductive shapes, which would tempt the palate of an anchorite. It is the special care of Mr. Martin to keep none but the very best of everything, and his wild turkeys, ducks, venison, oysters, fish and other edibles are too well known to require any lengthy notice at our hands. In addition to his restaurant he also takes boarders, about forty of whom can be accommodated in his apartments, which are well ventilated and nicely furnished and kept. The restaurant is open day and night, and the hungry wayfarer is always certain of an excellent meal at the most reasonable prices.

L. M. McKINNEY—*Manufacturer and Dealer in Saddles, Harness, etc., 20 Dauphin Street.*

The occupation of the harness maker is one of great importance in any community, and the house whose name heads this article is one of the leading ones in this line in Mobile and the vicinity. Commencing in 1876, it has attained a leading rank by reason of the superior quality of the goods manufactured, Mr. McKinney employs only the very best and most skillful workmen at his establishment, and all work turned out is warranted of the best quality and make. He has followed this trade from boyhood, and is, consequently, eminently fitted to superintend and direct it in all branches. A native of Kentucky, he has lived here for the past twenty years, and in that time has thoroughly identified himself with Mobile and her interests, and established a position as an upright and reliable man and good workman.

WILSON, SAGE & TOWNSLEY—*Brokers and Real Estate Agents, No. 50 St. Francis Street.*

This firm occupies a very prominent position in the business community of Mobile, both by reason of its standing and the experience and staunch business qualities of its members. Though recently organized, it has already attained the front rank, and will undoubtedly continue to keep it. The members are all men of business integrity, and are well known to all classes. Their facilities and capital for the successful carrying on of their business are ample; and their books contain many desirable residences and pieces of property, both for rent and sale, and their management of all business entrusted to them gives universal satisfaction. The firm consists of H. F. Wilson, Geo. E. Sage and F. F. Townsley, all, as above stated, men of high reputation and ability. Both those residing in and out of Mobile would do well to entrust any property they may wish to dispose of to this firm.

CHAMBERLAIN & CO.—*Grocers and Ship Chandlers, Nos. 4, 6 and 8 South Commerce Street.*

Among the most important and rapidly increasing interests of Mobile, the grocer and ship chandler is entitled to a prominent position, both on account of its increasing magnitude and the high standing both commercial and otherwise of the firms engaged in it. Foremost among these is the firm of Chamberlain & Co., who are undoubtedly the leading firm in this line in Mobile. They have throughout a business life of thirty-eight years always maintained the same high standard as they now sustain, and their house need not fear comparison with any, either in extent of trade or unswerving integrity. Their buildings comprise three brick stores, each two stories high, and containing a choice assortment of staple and fancy groceries, ship, steamboat and family supplies, produce from North and West, and also a fine line of ship chandler goods, tar, pitch, oakum, paints, duck cordage, blocks, tackle, oars, and in fact everything necessary to the complete equipment of a ship or steamer. The increasing trade of the firm is an evidence of its popularity, and its capital and facilities are equal to any growth which may hereafter accrue. They employ eight to ten hands, who receive ample wages, and are faithful and efficient. Messrs. J. C. Chamberlain and J. R. Edwards, the members of the firm, are gentlmen well known in the community, and by all esteemed and respected. Their history and that of their firm is a part of the history of Mobile; and their success is a matter of pride to the community of which they form a most prominent part.

THE SINGER MANUFACTURING CO.—*No. 67 Dauphin Street. N. Crane, Manager.*

This company is too well known throughout the civilized world to require any mention at our hands, except general statistics of its branch office in this city, and an account of its origin and prospects. Established in 1873, it has from its inception gained and kept the favor and approval of the people of Mobile. From a local one, its trade has increased until now it extends throughout Alabama and Mississippi, there being scarcely a county in either State which has not some of its machines, and in time it will doubtless embrace the remoter States. The stock of machines is always full, and comprises all varieties and prices, and the terms are unusually favorable, so much so as to bring a good machine within the reach of even the poorest families. Mr. Crane being a manufacturer's agent, is enabled to sell his machines at manufacturer's prices, and his courtesy and accommodating manners have contributed in no small degree to the prosperity of the trade. For the information of the public, we would merely state that over three-quarters of a million of machines were sold last year, and that they have taken over 200 medals at different fairs and expositions.

A. G. MOORE—*General Produce Commission Merchant, Corner of Water and St. Louis Streets.*

The extent and magnitude of the produce commission business carried on in this city is not generally appreciated by the public at large. There are numerous large establishments engaged in this branch of the business whose transactions annually aggregate an amount almost incredible. The house of A. G. Moore is ranked as one of the oldest produce commission houses in the city, and was started soon after the war. The trade in poultry, vegetables, etc., is general throughout Alabama, Mississippi, Florida and other adjoining States, and in butter, cheese, apples and products of the North and East shipments are made to points all over the South, consignments are promptly attended to, put upon the market at the earliest possible time, and prompt remittances made of all money received. Mr. Moore was born in Georgia, but removed to Mobile when quite young, and has been fully identified with the interests of the city in its present growth. He is a wide awake business man, thoroughly conversant with the trade, and with the assistance of his sons and a number of employees conducts a large and flourishing trade. The premises occupied by Mr. Moore are convenient and have been newly fitted up, making this one of the finest business houses in this vicinity. This establishment is recommended to the readers of this work as one with which it will be both pleasant and profitable to establish business relations.

STEAMER ALABAMA—*Alex. Pratt, Master; John E. Curran, Agent, 30 North Commerce Street.*

The steamboats and other craft of Mobile contribute a leading feature in the industries of Mobile, and the superior rating of the steamers which ply to the city are a pride to all citizens. The steamer "Alabama" is an entirely new boat, fitted out with all the modern appliances, and is engaged in the Montgomery trade, being commanded by Captain Alex. Pratt, a well known and skillful seaman. Her rates of freightage are as moderate as can be desired, and her accommodations for passengers are all that can be desired. As a reliable and seaworthy craft she has no superior in the South, and the constantly increasing business of this vessel is an evidence of her popularity. Her agent, Mr. Curran, is polite and attentive, and cheerfully gives any information concerning her.

F. L. GELBKE—*Guns and Sportsmen's Goods, No. 14 Dauphin Street.*

The immense quantity of game of all descriptions which abounds in Alabama, and particularly around Mobile and its vicinity, renders an establishment of the kind above stated an absolute necessity to the lovers of sport; and the above establishment is undoubtedly the leading one in its line in this city. Mr. Gelbke has been established thirty-five years, and throughout that long period has always maintained the high reputation he has gained. His establishment contains every necessary to the thorough equipment of the huntsman. The best brands of native and foreign makers are constantly on hand, and at reasonable prices to suit purchasers. Mr. Gelbke is a native of France, and has during his entire life devoted himself to the business which he now conducts; always on the alert for new improvements, he has adopted and modified them in the most advantageous manner possible, and has thus gained quite a reputation in his line. His establishment is too well known to require any commendation from us, and we cheerfully recommend him to all who wish to procure a first-class article in his line.

ADAM GLASS—*Manufacturer and Wholesale and Retail Dealer in Furniture, 40 Dauphin Street.*

The history of the furniture trade is coeval with the history of the world, and we find mention of all sorts and descriptions of furniture in all writers as far back as the time of the Egyptian Kings. In the present day, however, the advances made in this line far surpass any previous efforts. Any mention of the trade of Mobile would be incomplete without the emporium of Adam Glass, at 40 Dauphin Street. Starting in 1877 with small capital, the sales now amount to six or eight times the original figures, and are increasing. Mr. Glass is a progressive man, having learned his business in Germany, which is a sufficient guarantee of its being thoroughly learned. He has been lately burned out, but is having another and finer factory erected to meet his increasing trade. His store at No. 40 Dauphin Street is three stories high, 110 feet deep, and there is also a warehouse in rear 40x60 feet, two stories high. From fifty to seventy-five hands are employed. His trade extends through most of the Southern States, Texas and Florida being large buyers. The stock is of the very best quality, and is most tastefully arranged. A visit to the store will well repay inspection.

GEORGE ELSWORTH—*General Commission Merchant, 69 Government Street.*

Although a native of England, Mr. Elsworth has resided in Mobile for forty years, and has thus thoroughly identified himself with the city of his adoption. He is also widely known as the the senior member of the great firm of Elsworth, Russell & Co., who conducted business here for many years, and who have a high reputation for business integrity and ability. Mr. Elsworth commenced his present business this year—1883—and will receive and promptly attend to all produce and other goods consigned to him; and as he is well and favorably known among all classes in Mobile, he will doubtless be successful in his undertaking. He will be found reliable and correct in all his undertakings, and we will cheerfully recommend him to any who may have business in his line to transact. His past record is a sure guarantee for future attention and zeal in all business matters.

JOHN CALLAHAN—*Ship Chandler and Grocer, 64 and 66 South Commerce Street.*

At all seaports or places at which vessels of any description touch, either for repairs or provisions, there must of necessity be merchants whose sole business is to provide for the wants of said vessels, hence the ship chandler occupies a position whose importance cannot be overrated. In Mobile, one of the leading houses in this line is that of Mr. John Callahan, who keeps constantly on hand a large stock of cordage, oakum, tar, pitch, rosin and other naval stores, all carefully and judiciously selected and assorted. Having connections in this line he is enabled to sell his goods at a minimum price, which fact has attracted a large and increasing business to his establishment. The location of store being central, he commands much trade which might otherwise be lost. Mr. Callahan can fill all contracts in the shortest possible time, and ship masters or owners who are desirous of having their vessels fitted out in the most complete manner, will find it to their interest to call on Mr. Callahan, with whose terms they will most assuredly be pleased.

F. & A. McGILL—*Jobbers and Dealers in Boots and Shoes, 28 and 137 Dauphin Street.*

In writing an account of the industries of any city or community, it is most fitting to commence with those houses which, by virtue of a long and uninterrupted business career, stand conspicuously in the front rank, both as regards business standing and the amount of trade which is transacted by them. In all Mobile none hold higher position in these and other attributes than the firm of F. & A. McGill. Established in 1840 by the father of the present proprietors, they have grown up in the business and are therefore as thoroughly versed in it as is possible for a long and diligent application to and study of one branch to make them. In 1866 they succeeded their father in the business, which they now conduct with an ability worthy of him. Their store at 28 Dauphin Street is for the jobbing trade, while that at 137 Dauphin Street is for the retail trade exclusively. Both establishments are well fitted up in every respect. Their long experience has rendered them peculiarly fitted for their business; and the wants and convenience of their customers are with them almost an intuition. They buy for cash, and discount all their own papers, which is of itself a fact pregnant with meaning and force. Their stock is too large and varied to describe in full; it is sufficient to say that no boot and shoe house in the South has a better. Personally these gentlemen are modest and unassuming, but are well known and respected everywhere. Their trade extends over the Southern States, and they everywhere enjoy the confidence of their customers. Such a house is one of the land-marks of Mobile, and we trust it may continue many years in its present onward course of prosperity.

McDONALD & MARCH—*Marble Monument Works, Royal Street, between St. Louis and St. Anthony Streets.*

The trade in marble as a distinct commercial pursuit is of comparatively recent origin, and the greatly improved facilities employed in its preparation has been fully commensurate with the march of progress and development in other industrial pursuits. In nearly every town and village of any considerable size are found marble workers and gravestone manufacturers, who find it inexpedient or impossible to carry in stock full lines of the materials required in filling their orders, and it has also been found that in large cities a branch of industry has been called into existence whereby small dealers and manufacturers are enabled to procure supplies as required, and in size and shape adapted to their requirements. Ample capital and extensive facilities are necessitated to successfully carry on this branch of commerce, and in Mobile these requirements have been met by Messrs. McDonald & March, whose works are located on Royal Street, between St. Louis and St. Anthony Streets. Monuments, tombs, gavestones, mantels and memorials of various styles are manufactured by them of the best Vermont and Italian marble. From ten to twelve skilled workmen are employed in the lettering, carving, polishing and other departments, and a large trade is transacted throughout the State. Orders by mail are responded to promptly.

J. HOWLAND, Jr.—*Real Estate Agent and Auctioneer, 20 St. Michael Street.*

To successfully conduct the business of a real estate broker and auctioneer, sound judgment as well as capacity in no ordinary degree are required, and the great importance of the interests intrusted to them requires the constant and vigorous use of these faculties, and that man who uses his talents in this respect to the best advantage is sure to command the largest and most profitable business. Mr. Howland has been, as it were, raised up to the business which he now follows, and his thorough training has rendered him amply fitted to advise his customers of the means of disposing most profitably of their property, either by renting or selling. He attends to all matters coming under the general head of real estate; buying, selling, renting, collecting, paying taxes, etc., etc. His list of property to be disposed of, comprising stores, warehouses, residences, farms and timber lands, lots, etc., either for sale or to rent, is very complete, and is always open to inspection; and generally one can make a judicious and paying investment by consulting it. It is the interest of all who may wish business in his line transacted to open correspondence with him at once. Mr. Howland is a gentleman of high character and repute, and stands deservedly well in this community.

B. P. ARDOYNO—*Gulf City Oyster Depot, at Wharf, foot of St. Francis Street.*

The oyster trade of Mobile is an important branch of the city's industry, as it extends over the entire South and West. Mobile oysters have a celebrity that is not surpassed by any other Southern port. Mr. Ardoyno is perhaps the oldest dealer in this line that the city affords, having been engaged in it for over forty years, and he has a wide experience in this branch of trade. He started as a boatman of oysters, and has risen through the several branches of the business until now he is one of the largest wholesale and retail dealers in the city, and enjoys a trade extending over the entire United States, in 1881 having opened over one and a half millions of the bivalves. He ships in barrels and hermetically sealed cans, giving personal supervision to all orders by mail or otherwise, and guarantees full satisfaction at all times. His facilities for supplying any demands made upon him are unsurpassed, and the prices are as low as possible in proportion to the excellence of the oysters furnished, none but the choicest being handled by him. Mr. Ardoyno was born in Malaga, Spain, but came to this city when quite a young man, and has become a reliable and respected citizen of Mobile, esteemed by all who know him for his upright character and honorable business transactions. Our readers should write him regarding supplies in this line.

J. C. GWIN—*Manufacturer of Brooms, Cisterns and Coopers' Ware, Agent for Tittman's Refrigerator, Nos. 7 and 9 St. Louis Street.*

This gentleman has conducted his business for many years, and during that period has gained and retained the respect of his fellow citizens as a conscientious and capable business man. Conducting a strictly cash trade, and employing only the best workmen, his work is of a quality so well known as to require but little commendation. Mr. Gwin is agent and superintendent of the Mobile Bucket and Barrel Factory, which makes all grades of barrels and hogsheads, builds cisterns, and ships largely all over the South. His business has contributed in no small degree to the general prosperity and rise of the city, and has given employment to many who would otherwise be destitute. In the Broom and Bucket Factory alone he employs from 25 to 35 hands, who are well paid, and turn out work equal to any.

HOMER DAIRY FARM—*Spring-Hill Shell Road, 3½ miles from the River; Grower and Shipper of Vegetables, etc.; W. H. Homer, Proprietor.*

There is no branch of industry to which the people of Mobile look with a greater degree of interest, as tending to develop her latent resources, and to disseminate capital among the laboring classes for after-distribution along the marts of commerce, than that of growing early vegetables for shipment to the Northern markets. This industry is of comparatively recent origin, and owes its rise and progress largely to the superior advantages possessed by Mobile in the matter of climate and soil, aided by unsurpassed shipping facilities presented by the two longitudinal lines of railroad that pierce the great North and West from this point. The name of Capt. William H. Homer is so intimately identified with this subject, that to omit it would be like offering the play of "Hamlet" and leaving out the title-role. Captain Homer is literally the pioneer in this trade, and to him more than to any other one man is Mobile indebted for the large trade in "garden truck" which she already enjoys, and the yearly increase of which has made her an object of envy to her neighbors. Although a New Englander by birth, the subject of this sketch came to Mobile an infant, and from early manhood to the present writing (a period of fifty years) has been in the business of market gardening. Up to about ten years ago the residents of Mobile were the gardeners' only customers, and the business was consequently (as compared with its present magnitude) rather a picayune affair. A small patch of five or six acres was then thought an ample vegetable farm, and glass was very little used for forcing. Now, Capt. Homer has not less than fifty acres in cultivation, and uses eight hundred sash (covering two acres of ground) for forcing purposes. His place is a model of neatness, economy and thrift. All the latest improved farming implements are used for cultivating the soil, tons of commercial fertilizers are used annually to bring it to the highest state of fertility, and the proprietor of this fine estate is regarded as the oracle upon matters pertaining to his specialty. For several years Capt. Homer carried on an extensive dairy in connection with his gardening operations, but finding that the vegetable business was enough to require all his attention, the dairy branch was abandoned, although the name of "Dairy Farm" is retained. Although an immense amount of "truck" is raised on his "Dairy Farm," the amount is insufficient to meet his large trade, and he therefore has twenty outside gardeners raising crops for him, and buys largely from other sources. The first shipments, consisting of cabbages, turnips, celery, beets, etc., are made in February, mostly to Birmingham, Chattanooga, Montgomery and other near markets; then follow beans and green peas; potatoes, cucumbers and squash; tomatoes, egg plants, melons, etc.—the shipping season ending in July. Capt. Homer is a man of indomitable energy, industrious and enterprising, and with an unblemished reputation for integrity. Distant parties, who require the services of a reliable man in this branch of trade, need look no farther to find him, as his many eminent qualities and great experience are a guarantee that their orders to him will be promptly and satisfactorily executed.

JOHN HANLEIN—*Merchant Tailor, 18 Dauphin Street.*

This gentleman is the head of one of the best tailoring establishments not only in Mobile, but in the entire South, and its success is due entirely to his energy and ability. He commenced twenty-three years ago, and by his own exertions has attained his present position. A native of Germany, he has, like all of his countrymen, thoroughly identified himself with the city of his adoption, and made his interests her own. His extensive establishment employs fully fifteen hands, who are constantly busy. His stock is unusually large and varied, embracing all the latest styles of gentlemen's furnishing goods and underwear. He keeps this stock replenished with the best native and imported goods, selecting them himself, which is a guarantee of their being of the best. His customers are found in Alabama, Mississippi, Florida and other States, who have been attracted by the reputation of his establishment. Mr. Hanlein is a most courteous and obliging gentleman, always ready to oblige, and has hosts of friends here and elsewhere, who manifest their esteem by their continued and liberal patronage.

GAILLARD, HUTCHISON & CO.—*Dealers in Wood, Coal, Feed and Fertilizers, Planters Press Building, Corner of Congress and Commerce Streets.*

It is useless to expatiate in this place upon the importance to Mobile, and the interior country tributary, of the coal trade. The extent of the several Alabama coal-fields, the superior quality of the coal and the facilities for getting the coal to market, are more properly subjects to be treated of in the general review, and these matters are only introduced in this sketch with a view to calling attention to one of the principal houses in the city connected with this business. Messrs. Gaillard, Hutchison & Co. organized their house about three years ago, and have steadily increased their business until it is now in a highly prosperous condition. They deal in all kinds of wood—oak, ash, black jack, pine, etc.; all kinds of coal—anthracite, bituminous, etc.; fertilizers—such as guano, cotton seed meal, kanit, superphosphates, etc.; and feed—hay, corn, oats, etc.; of which they have at all times a full supply and sell at the bottom of the market. They have ample capital and every other facility for doing this, and their place of business, fronting the river, enables them to make a great saving of expense in handling such bulky material. Their supplies of feed come mostly by rail from the West, coal and wood from the Alabama coal fields by the Tombigbee river, and all, including fertilizers, are bought at most favorable points when the markets are at their lowest. They are also agents for the Columbus Cotton Seed Meal Works, and handle all the stock that comes to Mobile from that establishment, and, having ample accommodations and fire-proof warerooms, give attention to storage of cotton. Their sales are mostly in the city, but they have a fair business in feed and fertilizers with the interior also. The individual members of the firm are Messrs. Thomas Gaillard, W. P. Hutchison and Joseph R. Gates, the last named having been admitted within the past year. All of these gentlemen are native Southerners, and well known in the community in which they reside as being possessed of large business experience, great energy and perseverance and of sterling integrity. It is therefore with pleasure that we add, that all who favor Gaillard, Hutchison & Co. with their patronage can confidently rely upon being honestly and liberally served.

ALBA & CARMELICH—*Undertakers and Livery Stable Keepers, Nos. 43 and 45 South Royal Street.*

One of the most thoroughly appointed and well regulated livery and undertaking establishments in Mobile is that of Messrs. Alba & Carmelich, located at Nos. 43 and 45 South Royal Street. Mr. Alba has been engaged in this branch of trade here for many years, and has lately associated Mr. Carmelich with him as partner, and the business will be conducted with renewed vigor, as much closer attention can be paid to the several departments. The stables are fitted up with a view to the comfort of the horses, and from thirty to fifty head can be accommodated. The best of care is given to horses placed in their boarding department, and they never suffer for the lack of feed. A number of carriages are kept on hand for funeral purposes or pleasure parties, all of which are in good condition, and the equipment of horses is sufficient for all demands. The undertaking department is that to which they are prepared to give special attention. In this branch of the business they keep on hand a well selected stock of coffins, metal burial caskets and cases, funeral materials, etc., or can furnish any desired style promptly to order, with such number of carriages as may be desired, and take full charge as funeral directors. McKeever's express is represented here, and orders can be sent by telephone or otherwise, prompt attention being paid to baggage. The office of the firm is a model of neatness, and they stand in the front rank in this line in this city. Buying and selling of horses, stock of all kinds, vehicles, etc., is made a specialty, and the interest of customers always protected, and, for a small commission, parties at a distance can have the benefit of their long experience in this line. They have also a pasture near the city, where stock is carefully looked after and charges are moderate and satisfactory. This firm is most advantageously situated, the establishment is in every way worthy of liberal support, and enjoys that popularity and prominence in this section of the city which must command public attention and insure a constantly growing patronage.

FELIX WEIDMAN—*Gunsmith, Ammunition, 12 Dauphin Street.*

Mr. Weidman is a practical gunsmith, and by strict attention to business has gained the reputation of a first-class and conscientious workman. He carries also a large and well selected stock of guns, pistols and other sportsmen's materials. He ranks among the best in his line in the city, and is quite a favorite among all the hunters and sportsmen of Mobile. He is energetic, trustworthy, and deserves the confidence of the community at large.

W. NORMAN AYERS—*Manufacturer and Jobber of Saddlery Hardware, Shoe Findings and Carriage Trimmings, No. 14 St. Francis Street.*

It is only when making a careful review of each individual establishment engaged in promoting the commercial interests of this city, that one is most forcibly struck with the magnitude, importance and success of many enterprises, which make but little show to the superficial observer. As an illustration of the verity of this statement, we feel at liberty to call attention to the house of W. Norman Ayers, manufacturer and jobber of saddlery, saddlery hardware, shoe findings and carriage trimmings, at No. 14 St. Francis Street. The traffic in leather and findings has grown to prominence here by virtue of the enterprise manifested by our dealers, and the house under discussion largely contributing to this result is entitled to liberal mention among the progressive enterprises of our growing city. Established in 1837 by the father of the present proprietor, with a record of almost half a century in successful business, the house merits a full share of the trade in its line. Upon the decease of his father, in 1883, Mr. W. Norman Ayers succeeded to the business, and he is well qualified to conduct the trade, being fully conversant with all the details of its management. He manufactures harness and other leather goods, and carries in stock a complete assortment of saddles, blankets, whips, collars; also saddlery hardware, tanners' and curriers' tools, shoe findings and carriage trimmings, besides trunks, valises, and other goods in this line. From three to five hands are employed, as required in the business, and prompt attention is paid to all who call at this establishment. Mr. Ayers is a man of energy and well known integrity, whose promptness and reliability will secure for him the patronage of all who do business with fair dealing men.

SWINDELL BROS.—*Timber and Lumber, North Commerce Street.*

The importance of Mobile as a lumber depot has hitherto not been recognized; but now, the world is becoming aware that she enjoys facilities possessed by few cities. As proof of this we instance the number of new firms which have started in this branch, and among these the most promising and the one whose future seems the best assured is the firm of Swindell Bros. These gentlemen have long and varied experience in the lumber trade. Besides their depot here, they have one at Apalachicola, Florida, and another at Pascagoula, Mississippi. With these immense advantages, and the other facilities of abundant capital and energy, their success is assured beyond a doubt. They intend erecting a large mill here, together with other improvements, which will tend to advance materially the interests of the lumber trade in and around Mobile, and which will give employment to at least fifty men. Their mill at Apalachicola is turning out lumber for the European markets, with which they have a large trade. Mr. E. Swindell and Mr. J. Swindell, the members of the firm, are gentlemen of high standing and business capacity, and their enterprise, tending as it does to the lasting benefit of Mobile, should receive the aid and support of all who wish to see her advantages as a lumber depot developed. Mobile they intend to make their headquarters, hence their cable address will be "Swindell, Mobile."

J. MEYER—*Wholesale and Retail Dealer in Furniture, etc., etc., 33 Dauphin St.*

Mobile, among her other industries, can point with pride to a trade in furniture which is not inferior proportionately to that of any city in the country, and we may also add that the prices asked are as reasonable and the profits as fair as are asked elsewhere. The wholesale dealers especially show an enterprise and vim not inferior to those in any branch of business, and among these the establishment of Mr. J. Meyer ranks easily first. His trade reaches through the Southern States, and is constantly increasing under his vigorous and able management. His facilities are unsurpassed, and being himself an upholsterer by trade he is thus enabled to select goods with the most exact care and nicety to suit all of his numerous customers. His business policy has always been a most energetic and enterprising one, without which traits he could not have attained his present position. Mobile is destined at no distant day to become the central mart of the furniture trade of the surrounding States, and in such development the house of which this notice is written will bear a prominent part.

DORGAN & ABBOT—*Cotton and Wool Buyers, No. 50 North Commerce Street.*

The importance of Mobile as a cotton market is so well recognized as to render a statement of the fact entirely unnecessary. Nevertheless the dredging operations in the harbor, which have recently been so far completed as to give a channel seventeen feet deep, and from the waters of the gulf to the wharves of the city, together with reforms effected in the way of reducing pilotage fees and other port charges, have had the effect of making Mobile the cheapest port on the continent; circumstances which must, at no very distant day, tend to run her shipments to figures greatly in excess of what they were in her days of greater prosperity in this particular branch of industry. Sagacious business men are not slow to take advantage of every circumstance of this nature, and we therefore reasonably look for a large influx of buyers from the different manufacturing districts. It is well that this class of people should be informed as to the character of the houses engaged in this business, that they may be enabled to secure the services not only of merchants in every way trustworthy to buy for them, but that the buyers may be known to them as men of experience in their specialty and well qualified to properly perform the services for which they may be engaged. We therefore take pleasure in referring to the firm of Dorgan & Abbot, as in every way meeting all these requirements. The present firm was established in 1869, and has enjoyed uniform prosperity from the date of its organization, employing regularly from six to eight hands, with an extra force in the business season, and shipping from 30,000 to 40,000 bales of cotton annually, besides their large trade in wool. Mr. Lyman C. Dorgan was born and raised in Mobile, his parents having removed hither from New York many years before his birth; from early boyhood he has been in his present profession and mastered all its intricacies. Mr. J. L. Abbot, Jr., the other partner, is the son of Mr. Abbot (of Dexter & Abbot), a native of Massachusetts, a graduate of Harvard, and a gentleman of refinement and culture. Both of them are men of correct business habits, experience and fidelity, and may be safely relied upon in all transactions. The wool trade, in which they are also heavy dealers, is growing rapidly in importance, and promises at no distant day to figure largely in the commerce of the city. The supplies of this article are obtained mostly from the country tributary to Mobile, and are disposed of in the Northern cities at highly remunerative prices. The firm under notice has ample warehouse room and every other facility, including that of ample means of serving customers satisfactorily. Mr. Dorgan is an officer of the Cotton Exchange, and also a director in one or two of our leading insurance companies. The firm are well known, have been purchasers of cotton for at least a dozen of the most prominent cotton factories East, and can also refer to Geo. Dexter, treasurer Pepperell Manufacturing Co., Laconia Co.; James A. Dupee, treasurer Hamilton Manufacturing Co., Appleton Co.; Howard Stockton, treasurer Cocheco Manufacturing Co., Salmon Falls Manufacturing Co.; L. B. Chase, treasurer Merchants Manufacturing Co.; Henry S. Furner, treasurer State Mills; Aug. Lorrell, treasurer Booth Cotton Mills, and banks of Mobile.

C. G. RICHARDS & SON—*Wholesale Grocers and Agents for the Hazard Powder Co., No. 27 North Commerce Street, corner of Planters Alley.*

We have elsewhere in the course of this publication referred to the grocery trade as one of Mobile's most important industries. Many reasons may be ascribed for this fact, and one of the strongest that may be assigned is perhaps the perfect reliability and business integrity of her merchants. Of the many who come fairly under this heading, no house stands ahead of the old established house of C. G. Richards & Son. The senior member of the firm, after having been for years previous employed in one of the best known houses of the city, at that time, about forty years ago, commenced business on "his own hook" as a member of the firm of Foote & Richards; after a prosperous career of many years, the firm style was changed to Richards & McGinnis, when Mr. McGinnis withdrawing Mr. Richards took his two sons into partnership with him under the firm style of Richards & Sons. The subsequent death of one of the sons occurring, the style of the firm was changed to its present form. In all this time and with these several changes the reputation of the house for business integrity and fair and honorable dealing has been preserved without a blemish, and its trade has largely increased each year. They occupy a three-story brick building, with a front of forty-five feet on Commerce, running back ninety feet on Planters Alley, every floor of which is kept well filled with the several articles in their line—staple and fancy groceries, wines, liquors, tobaccos, cigars, &c. They employ five competent clerks to keep this large and well chosen stock in order and to serve customers, and their time is constantly engaged in this important work. This firm is also and has been for many years agents for the well-known Hazard Gunpowder, with which all sportsmen are well acquainted. Of the individual members Mr. C. G. Richards is a native of Maine, and from boyhood a resident of Mobile, where he has made high reputation as a solid business man of sterling integrity and high personal worth. Mr. William W. Richards, son of the former, is a comparatively young man, who has been raised in the house and imbibed all the genial influences by which he has been surrounded. Parties who entrust their orders with this house can confidently rely upon fair and liberal treatment.

McMILLAN & HARRISON—*Dealers in Grain, Fertilizers, Bagging and Ties, Sole Agents for Wm. Otis's Mills, Corn Meal and Grits. No. 22 and 24 North Commerce Street.*

The gentlemen composing the firm of McMillan & Harrison are engaged in a branch of industry which exercises a very important influence upon the general trade and prosperity of the city. The articles are all of a staple character and such as enter into every day use, finding sale everywhere, among the people of small means as well as among people of vast resources. The advantages possessed by Mobile merchants in handling this class of merchandise are manifold—proximity to the fountain heads, with cheap transportation, excellent shipping facilities and ample means to purchase stock on low markets, being a few that are especially worthy of note. The firm under consideration comprise Messrs. Henry B. McMillan and Thomas Harrison, two most worthy young gentlemen, both native Alabamians, Mr. McMillan being by birth a Mobilian. They keep constantly on hand a full supply of such articles as hay, corn, oats and bran; guano, cotton seed meal, ground bones, superphosphates and other fertilizers; potatoes, bagging and iron ties, etc.; and with unrivalled facilities for procuring them in the best markets on the lowest terms, they offer them at prices that leave no excuse for complaint. In addition they are sole agents for Wm. Otis's well known grist mill, from which they are supplied daily with corn meal and grits freshly ground. The house has been established about six years, and has done a very fair business, which is steadily increasing. Their stock fills the floors of the two large stores occupied by them, and a commodious warehouse besides. Six to eight experienced assistants are employed to handle goods and wait on customers. Their trade is mostly in this and the adjoining States. There is no more reliable firm in the country than that of which we write, the individual members being gentlemen of high moral character, strict integrity and large experience in the business in which they are engaged. Parties at a distance requiring anything in their line may rest assured of good treatment if intrusting their orders to this house.

L. BREWER & CO.—*Cotton Factors, Wholesale Grocers, General Commission Merchants, and Agents for Orange Rifle and Ducking Powder, Northwest corner of Commerce and St. Louis Streets, and Nos. 55 to 61 North Commerce Street.*

The scope and design of this work does not admit of so full a mention in these pages of the favorable consideration to which many of the notable commercial houses forming the channel through which the mighty streams of trade of the city flow, but it is in full keeping with its general plan to call attention, at least, to a few of them that stand pre-eminent for extent of business and general reliability. No house in Mobile or elsewhere is more conspicuous, more universally and favorably known than that of Messrs. Leroy Brewer & Co., situated at the northwest corner of Commerce and St. Louis Streets. They began business near their present stand before the war, and with the exception of the four years of that eventful period, when all branches of trade was in an unsettled and chaotic condition, have steadily prospered, their sales having reached one year the immense figures of $2,250,000. This highly satisfactory result could never have been achieved but by an exercise of all the talents and a possession of all the qualities, energy, industry, intelligence, integrity, etc., that combine to make the successful merchant; and the gentlemen who constitute the firm under consideration possess these traits and qualities in an unusual degree. For the conduct of their immense business they occupy three floors of an entire block of brick buildings for storage and sale of groceries, &c., their cotton office being in a building of an adjoining block. They carry at all times a full line of groceries and Western produce of every description, both staple and fancy, which they sell at wholesale or in job lots at the lowest market quotations. They are also cotton factors and general commission merchants, and agents for the well known Orange Rifle and Ducking Powder. They keep twenty men in constant employment to sell goods, handle stock and represent the firm in different sections as traveling salesmen, &c. Their trade extends pretty much all over the States of Alabama, Mississippi and Florida, and somewhat into Tennessee and Georgia also. The individual members of the firm are Hon. Leroy Brewer, a native Alabamian, and Mr. Thos. P. Brewer, his nephew, a native of "The Lone Star State," both of whom have made of their present occupation a life profession. The elder Mr. Brewer has frequently represented the county in the State Legislature, where he was always reckoned one of the most intelligent and useful members, and has been also a prominent candidate for the Democratic nomination for Governor of the State, a position for which he is eminently qualified. He has also been prominent in local enterprises, being vice-president of the Agricultural and Mechanical Association, vice-president of the Mobile Board of Trade, director in one or two of the financial institutions, &c. As said in the beginning, the house rests on a solid financial basis, and may be relied on for liberality in all business transactions, and thorough reliability in all matters.

R. G. DUN & CO.—*Mercantile Agency, 23 St. Francis Street.*

The well and widely known mercantile agency of R. G. Dun & Co., extending as it does over the United States and Europe, has need of little commendation at our hands. Founded in 1841 by Lewis Tappan & Co., in New York, it has established branch offices in every city of any size in the Union, and has become an absolute necessity to the business men of every community, without which serious inconvenience and financial losses would occur. Of the good which this agency accomplishes there can be no doubt. Ofttimes the unsuspecting merchant, attracted by the smooth talk and plausible tongue of a would-be purchaser, is saved from losses which would embarrass and perhaps ruin him, by consulting "Dun's." Mr. Samuel K. Mayer, Manager of the Mobile branch, is an efficient and competent officer, and under his supervision the number of subscribers has greatly increased and the confidence of the entire community been gained. He gives special attention to the collection of past dues, and in this and other respects has given universal satisfaction. A native of Mississippi, he was for many years a reporter in the New Orleans office, and on account of his ability and the satisfaction he gave generally, was put in charge of this office in September, 1883, where he has displayed the same qualities which gained him his present position.

THOMPSON & POWERS—*Job Printers, 32 N. Water Street.*

Great progress has been made in the artistic branches of printing within the past decade, creating a demand for fine commercial work, and calling into existence new establishments and increased facilities from time to time. Prominent among the printers in our city noted for excellent work stands the house of Thompson & Powers, who have been engaged in their present business for some years. The premises occupied are spacious, and contain every facility for rapid and perfect work. From five to six hands are employed, who receive fair and liberal wages. They are supplied with a full and complete outfit of the latest and most desirable styles of type, and presses adapted to every variety of fine work. In all departments of their business they turn out the very best work at moderate prices; and their trade, which is steadily increasing, extends principally throughout the city. The partners are thoroughly practical printers, as they have been engaged in this line of business for many years, and their establishment is noted for the uniform excellence and reliability of its work. By energy and application to business they have built up a lucrative trade, which will compare favorably with any other establishment engaged in the same line in the city. It is with pleasure we introduce this house to our many readers, feeling assured that all business relations will result in the most satisfactory manner.

HANNAN & MICHAEL—*Wholesale Grocers, Nos. 35, 37 and 39 North Commerce Street.*

No Southern city surpasses Mobile in the matter of facilities for the purchase of groceries, Western produce, etc., and to this circumstance is due the importance of this industry. It has grown to be an acknowledged fact that for extensiveness of stocks, superior quality of goods and lowness of price, Mobile is unrivaled in this section. This condition we owe to our cheap means of transportation from the great Western markets; the two grand trunk lines that enter the city and connect with other roads, piercing the continent in every direction, having put freight rates to the Gulf City at the minimum figures, thereby giving us superior advantages. It would be the basest ingratitude not to give credit for this happy condition of affairs to the activity and energy of our commercial classes, than whom no more public spirited and enterprising people can be boasted of in any community. Foremost in the ranks of grocers stands the firm of Hannan & Michael, both gentlemen of high character and sterling integrity, widely and favorably known throughout the entire section of country that trades with Mobile. Major Patrick C. Hannan, though a native of the Emerald Isle, aud pretty well along in life, came to Mobile so long ago that he has forgotten the date, and from early boyhood has made the grocery business his profession and careful study. He understands it from bottom to top, thoroughly, in all the intricate details. Mr. John E. Michael, the junior member of the firm, is a native Alabamian, and a gentleman of education and intelligence, likewise of large experience in the grocery line, having served a very extended apprenticeship in the houses of Cribbs, Davidson & Co., Cribbs & Vidmer, and Hopper & Vidmer. Messrs. Hannan & Michael carry a stock of from $40,000 to $50,000, and their annual sales amount to from $400,000 to $500,000, employing thirteen able and experienced assistants, including a full corps of traveling salesmen. Their large three-story brick stores, 35, 37 and 39 North Commerce Street, are literally filled with goods (upon all three floors) of every description pertaining to their line, all snugly stowed away to economise space, and yet arranged so conveniently and systematically that no delay can possibly occur in the matter of executing orders. The staple articles, bacon, flour, sugar, coffee, rice, the finest of brandies, wines, liquors; all grades of tobacco, cigars, imported and domestic; soaps, starch, canned and bottled goods of every description from the best packers; in short, everything that is usually to be had in a first-class establishment of this character. Their trade extends through the States of Alabama, Mississippi and Florida, and is continually on the increase. This firm has a very staunch financial standing, and are noted for their business liberality and thorough reliability, to which they are indebted for their deserved popularity.

CHAUDRON & LUSCHER—*Sign and House Painting, Gilding, etc., and Dealers in Painters' Supplies, 38 Dauphin Street.*

There is nothing which attracts attention more quickly, and gives a more favorable impression, than a well executed and tastefully designed sign, and it is needless to say that all work which comes from the establishment of Chaudron & Luscher is of the best quality and finish, and is unsurpassed in other respects. Both of the above named gentlemen have followed their present profession from boyhood, and are therefore skilled workmen in all its branches. Their work embraces all styles of signs, plain and ornamental gilding, etc., kalsomining and graining. They also keep on hand a very full and complete stock of paints, oils, glass, varnishes and brushes of all kinds, and are prepared to makes estimates on jobs of all sizes. They employ six to eight competent men, who faithfully execute all commissions entrusted to them. With the favorable auspices under which they have commenced business there can be no doubt of their future success, and we do not doubt that the same ample recognition of their ability and trustworthiness will continue. Both of the gentlemen are natives of Mobile, and have been raised among those who know and appreciate their worth.

P. J. GIBNEY—*Mobile Steam Boiler and Sheet Iron Works, Nos. 81 and 83 North Commerce Street; P. O. Box 343.*

The manufacturing industries of a city contribute in no small degree to her general prosperity, and a book such as the publishers of this pamphlet intend distributing would certainly be incomplete if they found no place on its pages. In this list of the industries of Mobile, the steam boiler works of Mr. P. J. Gibney, at Nos. 81 and 83 North Commerce Street, occupy a very important place. Mr. Gibney, the proprietor, commenced operations in his line in a small way in 1876, and by persevering industry has steadily increased his business until it is now fairly established on a firm basis. He manufactures steam boilers of any dimension to order, as also any and every description of article requiring the use of sheet iron in its construction, such as chimneys for manufacturing establishments, steamboats, etc., stoves, stovepipes, and also steam fitting in all its various branches, etc., and does all work in the most prompt and satisfactory manner. His facilities for doing so are complete in every respect—ample grounds and shop room, modern improved implements, sufficient capital and experienced workmen. Having made his present business a life profession, he gives his personal attention to all work entrusted to his hands, for which he is fully qualified. He has twenty-five hands constantly employed, and his orders come mostly from the city, the interior of this State, and Florida and Mississippi. Mr. Gibney is a native of New York, a man of energy and intelligence, and also a man of sterling integrity. Orders to him will receive prompt attention at reasonable prices.

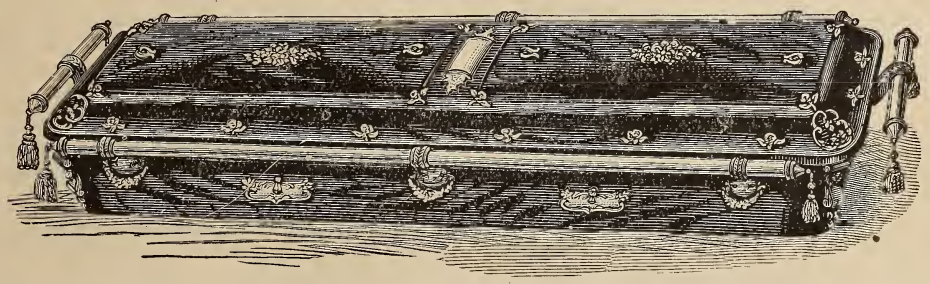
M. MARQUES & SONS—*Ship Chandlers and Grocers, 128 to 134 South Water Street.*

This house makes a specialty of steamboat supplies and ship chandlers' goods generally. Their stock comprises manilla and tarred cordage, cotton, hemp, canvass, varnishes and paints, oakum, pitch, etc. They also keep on hand a fine stock of groceries and provisions, Their stores, which are four in number and two stories in height, are well filled with goods, all carefully selected and arranged in the most tempting array, to catch the eye and woo the fancy of the purchaser. Their stock is constantly replenished as their extensive trade demands. Their trade is chiefly among the shipping, with all nationalities of which they enjoy great popularity. Mr. M. Marques, the senior member of the firm, is a native of Spain, but has resided in Mobile for the past forty years. His sons, J. A. Marques, John Marques, and M. Marques, Jr., are all members of the firm, and, like their father, are prompt, energetic and reliable business men. Mr. John Marques is one of the best linguists in Mobile, and his varied powers in this respect are of great service in obtaining contracts from French, Italian and Spanish vessels. As a firm, and individually, Marques & Sons are among the representative men of Mobile.

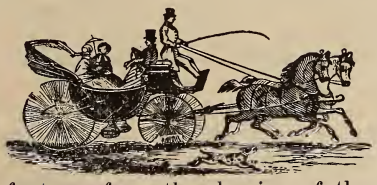
T. E. SPOTSWOOD—*Dealer in Southern Pine Lumber, East Commerce, near Dauphin Street.*

The lumber and timber trade may be safely numbered among the industries upon which Mobile has achieved, or is to achieve, her greatness. With an endless supply of the raw material at her very doors, with ample water and railroad facilities, by means of which to ship to distant points, there appears nothing to impede the rapid development of these vast resources. It is not to be wondered then that there should appear in the commercial field men who make a specialty of handling this business. To parties abroad who stand in need of lumber and timber, it is of importance that they should entrust their orders to men of intelligence and probity, and equally so that their correspondents at the point of shipment should be thoroughly conversant with the business in which they are engaged. The firm of T. E. Spotswood exactly meets these requirements, in the minutest particular. Born, as Mr. Spotswood was, in the pine region, educated to the business of handling the products of the pine, in which he has had fifteen years' experience, he adds all the other requirements—energy, intelligence and sterling integrity. Hence purchasers may confidently rely upon having their orders to him faithfully and promptly executed. The firm deals in hewn and sawed timber, lumber, etc., of which they shipped seven million feet the past season, principally to European ports, and expect to double the quantity this year. They employ fourteen hands in the business now, and will necessarily increase this force proportionately as the business grows. Mr. Emil DeSmet, the co-partner of Mr. Spotswood, is a gentleman of intelligence and culture, as well as of energy and integrity, well qualified to second Mr. Spotswood in the efforts to give satisfaction to such as send orders to their house.

WM. V. BEROUJON—*Undertaker (successor to C. Beroujon), N. W. corner Conception and Conti Streets.*



The oldest and most extensive establishment in the undertaker's line in Mobile is that whose name heads this article. Handed down from father to son for over half a century, it has always maintained its high standard, and to-day can point proudly to its former record, a record which few houses can equal, and none surpass. By the death of the senior member of the firm, some eight years ago, Mr. Wm. Beroujon became sole owner and proprietor of the extensive business, a position for which he was thoroughly prepared by years of constant and steady application to his trade. Every stage of the manufacture, from the shaping of the rough plank to the finishing and polishing off, has a separate department, everything being most systematically planned and carried out. Besides those of his own manufacture, he carries a very full line of caskets of all descriptions. Mr. Beurojon has also a very complete line of all articles used in paying the last sad rites to the dead. On account of his extended and varied selections of funeral goods, he receives orders from all parts of the surrounding country, which are promptly executed. His establishment and its history form an important factor in the welfare of Mobile, and further commendation from us would be useless.



E. T. COWART & BRO —*Produce Commission Merchants, Nos. 38 and 40 North Water Street.*

An important feature in connection with the progress and prosperity of the commercial interests of our city is the produce commission business, and in a work purporting to give reliable information on the business of the city, it is our duty to set forth the facilities offered by our commission men. Messrs. Cowart & Bro. started this enterprise about ten years ago, with wide experience, energy and determination to succeed. The business has increased until at the present time they enjoy a large trade, not only with our Southern States, but also in Missouri, Ohio, Massachusetts, Tennessee, Illinois, and Kentucky, and it is gradually widening. Flour, potatoes, apples, butter, cheese, poultry, game, eggs, hides, pelts, onions, and the usual variety of goods coming under the head of produce are handled by them, with every facility for realizing for their consignors the best prices. They are prompt in their sales and quick in making returns, so that they retain all their old patrons, and make new conquests constantly. Merchants and producers of the North and West will find this an able and well conducted house, and one with which they will be satisfied in transacting business. They have lived here for fifteen years, and are ready to assist in whatever helps to advance the city's interests. Personally they enjoy the confidence and esteem of the people, and are ranked among our successful business men. E. T. Cowart and C. L. Cowart are the individual members of this firm.

THOS. HENRY & SON—*Importers of China, Glass, Queensware, Tinware, etc., No. 29 to 35 St. Francis Street.*

The business prosperity, enterprise, wealth and commercial solidity of a city are, in a large measure, indicated by the extent and character of her representative mercantile houses. The great commercial enterprises of this country have, by reason of their success, the natural result of sound judgment, unusual ability and financial talents, exercised a powerful influence in the trade, the old, wealthy and successful establishments being as familiar by name and reputation as some household words; and in every city are some representative houses, whose reputation and control of trade are founded upon the completeness of their stock and the excellence of its quality, to which the public turn with a certainty of finding just what they want. The house of Thos. Henry & Son is such a house, occupying four stores on St. Francis Street, and each three stories high, giving about 50,000 square feet to display their goods. Started before the war, the house has offered such facilities and marked advantages that the demand of their patrons has called for a larger assortment and variety of goods, and hence more room is required to exhibit them. At present they offer to the trade one of the most carefully selected and judiciously purchased assortments of articles pertaining to this special branch of commerce in the entire South, embracing all the most exquisite specimens of the ceramic art, in all the various grades of China and stoneware down to the ordinary earthenware, glassware, table cutlery, Britannia ware, tinware, silver-plated ware, Bohemian ware, chandeliers, lamps, articles of ornament and virtu; an almost inexhaustible variety of the most elegant designs and novelties are displayed, too numerous to enumerate here, are bought direct from manufacturers in this country and Europe for cash, and offered here at the lowest importation rates. Some idea of the volume of trade the house enjoys can be had when we say that they give employment to about twenty competent assistants. Mr. Thomas Henry, the senior member of the firm, is a native of Europe, but adopted Mobile as his home as early as 1836, and has done much for her advancement and prosperity. His business ability and good management have caused him to fill positions of trust and honor, and at present he is president of the Mobile Savings Bank, and holds other offices of trust. He is one of the representative men in commercial circles in this city, and one among the few who have successfully stood by the city and State in all their adverse circumstances. His son, John Henry, who is a partner in the business, has been educated for it, and is taking now an active part in its management. Our readers will find no better house in this branch of business with which to establish relations or which carries a larger stock from which to select.

W. R. BROOKS—*Merchandise Broker, 35 North Commerce Street.*

The position and influence of the merchandise broker in all communities is one which cannot easily be overlooked or overestimated, both from its intimate relation with other branches of trade, and the many and varied products of other climes which are brought by him to the point at which his business is located. In reviewing the trade of Mobile the name of Mr. Brooks occupies a conspicuous place among its most prominent business firms. He deals largely in flour, meats, grain, and supplies country merchants with these articles in any required quantities. Representing the most prominent firms in the North and West, he obtains goods at prices which defy competition, and is, consequently, enabled to put his goods on the market at a lower price than almost any other broker in the city. He is a most efficient and capable business man, watches the market closely and shrewdly, and is always ready to take advantage of a rise or fall in prices. All who wish business in his line well and faithfully transacted would do well to open correspondence with him.

H. M. PRICE—*Hardware, Tinware, etc., 20 South Water Street.*

This popular house was organized three years ago as Price Bros., and so continued until 1883, when Mr. H. M. Price succeeded to the good will and proprietorship of the establishment, and the able manner in which he conducts his business is proved by the handsome appearance of the store, and the neat and tasty arrangement of the goods. Mr. Price deals in general hardware, agricultural implements, stoves, tinware, cutlery, house furnishing goods, sashes, doors and blinds, and the usual selections in this line. His trade, though in its inception and confined mostly to Mobile and the country, is growing rapidly, and will doubtless in no great length of time embrace the entire State, and probably beyond its borders into adjacent States. Mr. Price is a progressive and pushing businsss man, and enjoys the confidence of the public as well as of those who deal with him, and we cheerfully recommend him to our readers as one who will always act fairly and squarely with them in all respects.

M. E. HORRES—*Dealer in Household Furniture, No. 52 Dauphin Street.*

At the establishment of Mrs. M. E. Horres, 52 Dauphin Street, will be found the most extensive and varied display of fine and plain furniture in Mobile, from the most elaborate and costly to the plainer and less expensive. In parlor, bed-room, dining-room and library sets, in all styles and prices, they excel, and offer special inducements. Her display of fine upholstered goods is really unequaled in the city, and in this class she enjoys a wide spread and merited reputation. All her stock is remarkable for excellent and artistic workmanship, exquisite finish and liberal prices. The establishment is large and commodious, fitted expressly for the business, every department being adapted for this trade. Her business is mostly local, and being prompt, energetic and reliable, she has achieved a remarkable success, and is a worthy representative of the commercial interests of Mobile. Mr. Philip Schock, the manager of the house, has conducted the business since the death of Mr. Horres, and in a manner fully satisfactory to the patrons of the house.

ANDREW L. YOUNG & CO.—*Plumbers and Gas Fitters, 40 North Royal Street.*

Mr. Young has conducted the above business for nearly twenty years in Mobile, and during that time has earned the reputation of a faithful and efficient workman. He employs from eight to ten hands, all of whom are the most skillful to be procured, and whose work is mostly of the high name and reputation of the firm they represent. Like all good workmen and mechanics, he is always on the alert for improvements and alterations of the tools used in his line; consequently his establishment is not inferior to any in the country. His stock comprises chandeliers of all descriptions, brackets, lamps, and in fact everything appertaining to a first-class establishment. He also puts down drive wells, and with the appliances he possesses is enabled to do so at moderate rates. They can compete with any house in the country, both as regards prices and workmanship. The firm is well known and respected, and we feel assured that their prosperity, founded as it is on a substantial basis, will continue.

MOORE & MOORE—*General Commission, Produce, &c., 62 Government Street.*

All commission and produce houses hold a rank of too much importance in any community to be overlooked, representing as they do products of a more varied character than any other line of business. The present firm, consisting of Messrs. T. W. and C. A. Moore, started their present firm in 1883; but with ample and varied experience, having been in business with their father, Mr. A. G. Moore, for a number of years, and also were connected with other firms. They are both gentlemen of high character, ability and extensive business experience. Their consignments come from Tennessee, Mississippi, Kentucky, and also from the North. They receive large quantities of butter, cheese, and other products from the North, where they have a large and increasing correspondence. Possessing ample storage capacity, energy and push, their success is assured. All orders and consignments will receive prompt attention.

STONEWALL INSURANCE CO.—*Home Office, 22 St. Michael Street; W. J. Hearin, President; Whitfield Turner, Secretary.*

The name of Stonewall Jackson, known as it is throughout the civilized world as that of one of the greatest soldiers of modern times, is fittingly adopted by the Insurance Company of which this article treats. Chartered by the State of Alabama in 1866, with an ample capital, it has from its inception enjoyed a sure and steady increase, both from its upright and efficient management, and its prompt and honorable dealings with its patrons. The receipts from weekly premiums average $1,000, and the general status of the company is equal to any in the State or elsewhere. Maj. W. J. Hearin, an old and reliable cotton merchant, is the President, and Mr. Whitfield Turner is Secretary. Both are men of high executive ability and enjoy the confidence of our people in the management of this as well as other branches with which they are connected. Judging from the remarkable growth and progress, it will doubtless continue to be an inestimable benefit to the community at large.

JAMES McDONNELL—*Wholesale Dealer in Groceries, Liquors, etc., Nos. 9, 11 and 13 North Commerce Street.*

One of the oldest and most favorably known business houses in Mobile, and one of those enjoying the most extensive trade in its line, is the wholesale grocery firm of James McDonnell, who occupies the large establishment at Nos. 9, 11 and 13 North Commerce Street. For twenty-five years Mr. McDonnell has been continuously in the grocery trade, and the immense quantities of stock he annually disposes of, throughout this and the adjoining States of Mississippi and Florida, is an evidence of the high esteem in which he is held by business men who trade with the Gulf City, and a monument to his energy, enterprise and fair dealing. He carries at all times a heavy stock of all goods in his line, both light and staple, and whoever has occasion to pass along the thoroughfare where his house is located cannot but be struck with the air of thrift and industry which pervades the whole atmosphere in that neighborhood. There is at all times an appearance of bustle and confusion, and yet there is no confusion whatever; everything is managed in such a systematic and orderly manner that, while the sidewalks are filled during daylight hours with incoming and outgoing goods, dray-load after dray-load is taken on and put off without even a mistake occurring. Twenty-five experienced and well trained clerks and assistants are employed to bring about this happy result, in addition to a full corps of travelling salesmen who are continually on the road to represent the house in the interior. To contain his stock of bacon, flour, sugar, molasses, rice, coffee, brandies, wines, liquors, chewing and smoking tobacco, cigars, snuff, soaps, starch, candles, crackers, etc.; canned meats, fish and vegetables; preserves in tin and glass, and the innumerable other articles always in stock, he has three large brick stores, each 100x120 feet, three floors of which are constantly filled. Mr. McDonnell is an intelligent gentleman, a native of Ireland, thirty-two years a resident of Mobile, and is recognized as one of our most active and energetic, as well as reliable merchants and most enterprising and public spirited citizens. He has frequently been a member of the city legislature, and is at present a director in two or three of our most solid financial institutions.

M. BALZLI—*Manufacturer of Carriages and Blacksmith, corner Conti and Conception Streets.*

Mobile is indebted to the class of men who, by their labor, energy and talent, have risen above the position the world gave them; and who, by the talents named, have carved out of fortune's uncertainties a certainty of their own. Our city has been exceedingly fortunate in her men of this class, and in none more so than M. Balzli, whose name heads this article. Through his own energy, perseverance and correct business habits, he stands second to none in Mobile. He does a large business in blacksmithing and painting and trimming, in connection with his manufacture of carriages and wagons. They not only carry in stock a well selected line of goods, but build to order any style, pattern or kind that may be requested. Their trade is largely local, including a city and farming custom. The charges of the house are entirely satisfactory, and moderate enough to secure them a very lucrative trade. The enterprise is worthy of mention in our volume, and our readers can be sure of being fairly dealt with in any business transactions with this house. His business requires the services of five hands constantly, and he has been in the business fifteen years, living in Mobile most of his life. The building occupied is a two-story brick, nearly new, and an ornament to the city. He makes all sizes of wheels, from the smallest buggy wheel up to the largest size in the catalogue, Having enlarged his factory he is enabled to offer unusual advantages to his customers.

B. KAHN & CO.—*Cotton Factors and Commission Merchants, No. 36 North Commerce Street.*

Of all branches of business connected with the mercantile industries of Mobile, there are none of more importance than the cotton brokerage; none requiring closer study or more ability. The firm of B. Kahn & Co. occupies one of the neatest and most attractive sample rooms of this port. They are justly entitled to a prominent position among the best class of representative business men of Mobile, to whose enterprise, ability and integrity the "Gulf City" is indebted for the prominent position she holds, as an industrial and commercial centre. Messrs. B. Kahn & Co. have been identified with this business for more than ten years in this city. The house employs a force of from six to twelve expert assistants, requiring a large weekly outlay. Their trade extends over Alabama, Mississippi, Georgia and Florida; and they receive consignments from all sections of the country, having unexcelled facilities for the prompt disposal of all consignments made to them. Mr. B. Kahn, the senior member of the firm, is a German by birth, and an old resident and highly esteemed citizen of this port. Mr. Kahn devotes his entire time and best energies to his business, and in every respect he is entitled to a continuation of liberal patronage; the honorable principles upon which the business has been conducted in the past is the surest evidence of their future success, and this firm is recommended to the favorable consideration of the trade, both in the city and rural districts.

EMRICH & SON—*(Successors to J. P. Emrich), Contractors and Builders, Conception Street.*

The senior member of this firm, Mr. John P. Emrich, is one of the oldest, if not the oldest contractor in Mobile. He has been in business for thirty-one years, and this long and varied experience should certainly give him a more extended notice than is ordinarily given. Born in Germany, he there, as is the custom of that country, learned his trade, and learned it well and thoroughly. He has lately associated with him his son, J. P. Emrich, Jr., in his large and increasing business, and the son, who inherits all the staunch business qualities of his father, will doubtless worthily sustain the reputation by him acquired. They do a general building and contracting trade in the city and around the suburbs, and their work is of a character which always gives satisfaction. They have contracted for and erected some of the finest buildings in this city. Their store is large and convenient, and they give employment to upwards of fifteen skillful hands, who are liberally paid. All correspondence should be addressed to Emrich & Son, Conception Street, Mobile, and they will receive prompt and faithful attention.

MARSHALL, DAVIS & CO.—*Wholesale Grocers and Rectifiers, also Dealers in Lime, Plaster, Cement, Hair, Grain, Hay and Fertilizers, Nos. 15 and 17 North Commerce Street.*

Old citizens of Mobile—they who have witnessed her commercial progress through a period of half a century or more, they who have partaken of her prosperity, and wept over her short lived gloom—need not be told that the firm under notice, dating from the establishment of the houses to which it succeeded, ranks as one of the oldest and most reliable in the city. It is not for this class that our work is prepared, and we therefore hold ourselves excusable for stating some facts connected with its history that may not be known to all into whose hands this pamphlet may fall. Way back "in the thirties" the firm of Marshall & Rowe, Mr. M. being the father of the present senior member, stood foremost among the business houses of Mobile for all the qualities that combine to make enviable character. The firm of Marshall & Rowe was succeeded by Marshall & Son (the junior of that firm being the senior of the present firm), and the successors maintained untarnished the high reputation of their predecessors. The elder Marshall having retired from business, the younger of that name formed a copartnership with Mr. P. B. Pomeroy—who had been engaged in the grain, lime and fertilizer trade since 1839, and was the pioneer in this particular branch—under the firm style of Pomeroy & Marshall, which firm continued a prosperous existence until the breaking out of the war. Mr. Pomeroy having died meanwhile. Mr. Marshall formed a new copartnership under the firm of Marshall & Conley, and Mr. Conley subsequently withdrawing the present copartnership was formed. When it is told that a house has passed through such a long period of existence and preserved its business reputation unsullied, little remains to be said in regard to it on this point. The business card at the head of this notice sufficiently explains the character of their business, which compares favorably with that of similar institutions here or elsewhere. They carry a full line in all branches, and selected with particular reference to the requirements and wants of those sections with which they deal. In addition to the usual stock of groceries, liquors, lime, plaster, cement, grain, hay and fertilizers, they are sole agents in this section for the Stono Phosphate Co., of Charleston, South Carolina, phosphates, one of the most popular fertilizers now on the market. The house employs twenty clerks and other assistants, and occupies two large three-story buildings besides an extensive warehouse. They enjoy good business throughout Alabama, Florida, Mississippi, Georgia and Tennessee, and stand solid in financial circles. Of the individual members of the firm, Mr. John H. Marshall is a native of Georgia, but removed to Mobile when a mere boy. Mr. John B. Davis is a native Mobilian, raised in the house of which he is now a member. Both are gentlemen of sterling integrity, high moral character, and correct business habits, and their patrons may rely upon their dealing liberally and justly with them in all transactions.

JAMES PENNY—*Blacksmith and Wheelwright, 65 North Royal Street.*

This is an old and well established firm, having been conducted for upward of fifteen years, and always maintained the reputation of a first-class blacksmith shop, which turns out very good work. He manufactures also wagons, buggies, carriages and carts, all finished in the most thorough and workmanlike manner, and bearing favorable comparison with the work of any similar establishment. Mr. Perry is a skilled and competent blacksmith, and employs only good and trained workmen. His orders come from various points on the rivers and railroad lines; and he also sends workmen out into the country to repair turpentine stills, &c. He manufactures Lambert's Patent Corn and Cotton Planter, a great labor-saving machine, which is destined to become very popular among all planters and farmers on account of its wonderful labor-saving properties. Although but recently tried, it has met with great favor, and can be ordered in any number from Mr. Penny, who is prepared to sell town, county or state rights, as may be desired. His premises are ample, consisting of large yards and a two-story substantial brick shop. Six hands are employed at liberal wages; and their work, as above stated, is equal to any. All sales are guaranteed, and never fail to give satisfaction.

JAMES HUNTER—*Timber and Lumber Merchant; Office, 66 St. Francis Street.*

Of late years the activity displayed by the lumber merchants of this place in endeavoring to make Mobile a great lumber mart, has been such as to merit more than a mere passing notice, and the success which has crowned their efforts is but the foreshadowing of a future whose possibilities are every year becoming more apparent to the quiet and shrewd observer of the general tendency of business affairs. Mr. James Hunter is deservedly ranked among those who have most contributed to build np the lumber trade of Mobile, he having been the first to open communication with many foreign ports to which regular cargoes are now sent, as well as to South America. Some idea of the vast extent of his business may be gathered when we state that 500 men are in his employ. He has business, also interests, in Pascagoula, Mississippi, and throughout Georgia. His mills are situated on Lovett's creek and the Alabama river, and he also receives lumber from the Tombigbee river. He purchases largely in Mobile, thus directly aiding the development of the home trade. Mr. Hunter, though a native of Scotland, has resided many years in Mobile, and is as warmly attached to the city and her welfare as any native. He has won many friends by his upright and generous conduct, and an evidence of the general esteem in which he is held is evinced by his being appointed vice consul of Portugal. His great success as a lumber merchant is due to his own capability and energy, and he is regarded as one of our representative citizens in every respect.

WAVERLY STABLES—*McKay & Roche, successors to R. Dane, 39 North Royal Street.*

Among all the livery stables of Mobile, embracing as they do some of the best in the country, indisputably the best is that the name of which heads this article. Their stock of light and heavy vehicles, drays, wagons, carriages, etc., is unequalled for variety or extent. In respect to their selection of horses and other stock, their general reputation is too well established to require any extended notice at our hands. They have some of the best breeds in the country; and for thorough training and capable management they are unsurpassed. In addition to their livery stables, which of themselves constitute an immense business, sufficient to engross the entire attention of most men, they have an undertaking establishment on a large scale, which employs a number of hands. The stables extend from Royal to St. Joseph's Street, and have an entrance on St. Michael Street, with a stable on the opposite side in which they conduct a horse shoeing and blacksmithing business. They accommodate from 150 to 200 horses, and require from forty to sixty horses in their business. They give employment to twenty-four hands at good wages. Their carriage factory, at the S. E. corner St. Michael Street, turns out buggies, carriages, etc., equal to any. The firm, during an existence of eighteen years, have always commanded and retained the confidence and respect of their fellow citizens, and by their own ability and reliability have attained their present position.

GULF CITY FOUNDRY CO.—*(Formerly Mobile Foundry Co.) State, between Royal and Water Streets.*

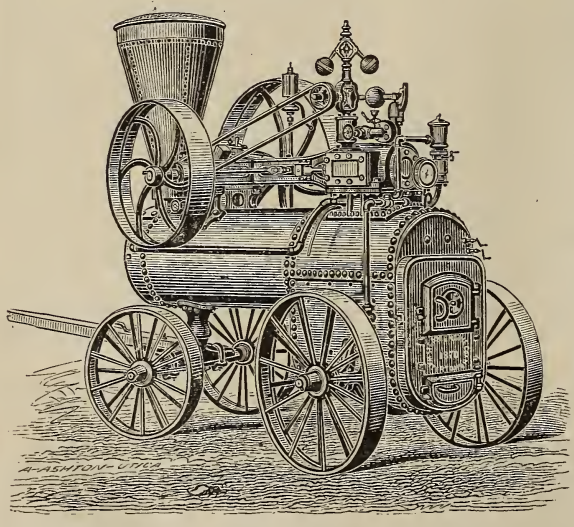
In most cities their progress is due more to the success of manufactories than to an equal amount of capital invested in commerce; hence, in describing the industries of Mobile, we would particularly desire to impress on the world at large the importance and magnitude of her foundries, prominent among which is the Gulf City Foundry, one of the oldest and most firmly established institutions. They manufacture steam engines, boilers, saw and mill machinery, gin gear, brass and iron castings for buildings, steam mills and steamboats, cotton presses, and all descriptions of machinery needed throughout the Southern section. This diversity of productions renders it one of the most important establishments in this section or the South. They occupy three-fourths of a block, and their employees number upwards of forty. They give prompt attention to all orders, which are faithfully attended to and executed. The officers are: W. P. Gayzan, President; J. H. Mahler, Superintendent; and C. W. Gayzan, Secretary, all men who understand thoroughly the business, and are well known by the entire community as responsible and trustworthy officers, who well maintain the high standing which the company has always had.

N. FITZGERALD & CO.—*Dry Goods, Notions, etc., N. W. Cor. Dauphin and Joachim Streets.*

The number of elegant and attractive dry goods stores found in this city is the grandest scale in which to weigh the importance of this department of our commerce. No city surpasses Mobile in this respect, or has a more desirable class of custom than this. Among the first retail dry goods establishments that of N. Fitzgerald & Co. is deserving of particular notice in this work. Well located, for neat and tasteful display and arrangement of goods no house in Mobile can surpass it. Taking all the obstacles that attend the establishing of a business in view, they have made an enviable record, and their enterprise and energy have built up a trade that compares favorably with any in the city. They are popular with all classes of customers, and the enviable reputation that this house has acquired, as being proficient in meeting the entire demands of a general and changing public, is well earned, and the laurels of success have been placed where they are deserved. Their stock comprises all staple goods, black, plain, brocade and colored silks, black and colored satins, black and fancy dress goods, hosiery, merino underwear, linings, flannels, cashmere and linen for housekeeping. The firm of N. Fitzgerald & Co. is the most extensive retail business house in this part of the city, and they carry a complete line of goods in every department from which to select. They buy in large quantities, thus making quite a saving on purchases, which they divide liberally with their customers. Parties visiting Mobile on either business or pleasure should examine the stock of N. Fitzgerald & Co. before purchasing elsewhere.

RICHARD MELLETT—*Agricultural Implements and Machinery, No. 16 Saint Francis Street.*

In an agricultural State like Alabama no branch of industry can better subserve the public good than an establishment of this character; and more so as the proprietor seeks to provide the best and most approved patterns of all implements and machines carried by him. Mr. Mellett succeeded Mr. G. W. West, and he carries a complete outfit of goods coming under this head of all kinds demanded by the people, and of quantity and quality unsurpassed in the city, bought at advantageous rates, so that prices named by him are as low as can reasonably be asked. He is manufacturers' agent for the Bigelow and Excelsior engines, saw mills, Coleman's corn and grist mills, Guarantee steam jet pumps, Hancock's inspirator, Judson & Gardner governors,



Champion reapers and mowers, and a number of the most modern improved cotton gins and cotton presses, Tanite emory wheels, rubber belting and machinists' supplies, thus carrying everything that may be called for in any line of trade. The business is an old established one, and under the present management is increasing and fully keeping up with the public demand. The trade is general throughout several of the Southern States, and the superior facilities enjoyed by Mobile merchants in the way of freight rates and low rents will, in the future, enable this house to successfully compete with any source of supply either North or South. In conclusion, it is but little to assert that Mr. Mellett is an active, reliable business man, and will seize upon every honorable means to keep his share of the trade, which centers in Mobile.

E. R. QUATTLEBAUM—*Jobber and Retail Dealer in White, Wheeler & Wilson, Singer, Hartford, New Home and other Sewing Machines, and Sole Agent for McCall's Bazar Glove-fitting Patterns, 87 and 89 Dauphin Street.*

The subject of this sketch deserves especial mention in that he illustrates what energy and push can do, and as a living example for the poor but ambitious young men of the country to emulate. Mr. Quattlebaum came from Charleston, S. C., about eight years ago, broken down in health, and with only fifty-six ($56) dollars in his pocket, or to his credit, anywhere in the world. With this small capital he commenced, as a stranger, his business career in Mobile, and now, to-day, his name and his business are known in nearly one-half of the great States of this great Union. He was the first to conceive the idea that sewing machines could and should be bought and sold, as any other article of merchandise, under one roof and at one expense. He thought that if a half dozen or more sewing machine establishments doing business in the city could get rich and each pay rent, license and large expenses incident to the business, that by combining all into one general sewing machine establishment, supplying all kinds of machines at low prices, at the expense of only one office, that he would make a big bonanza for himself. Acting upon this belief, he opened up such an office and stocked it with all the leading machines, such as the White, New Home, Victor, Hartford and the older makes, pleasing every body thereby in style, make and price of machine. Having gained this advantage over his competitors of the one machine style, he then set about to let the world at large know where he could be found and the cheapness of his machines, and that he would deliver the same at any depot in the United States, free of freight charges. This he did by the use of printer's ink, advertising largely in trade journals, railroad guides, newspapers, posters, pattern sheets, etc., and stated that a first-class machine, with attachments complete, would be delivered anywhere for thirty dollars. Surprising indeed as may seem the result, he has, so far, succeeded in selling machines in nine of the Southern States, and is now shipping White machines to Honduras, where he has created quite a demand for them. It is well, in this connection, to note that Mr. Quattlebaum's business, from so small a beginning, has grown into a large enterprise, and that he now orders machines by the hundred, last month having bought 105 White, six New Home, and two Hartford machines, to replenish his stock. In connection with Mr. Quattlebaum's sewing machine business he sells McCall's Bazar Glove-fitting patterns, the best fitting patterns in the market, as well as keeps parts, needles, oil, etc., for all machines, as well as repairs machines, at which he is an expert. In fact, anything pertaining to the sewing machine business can be found at 87 and 89 Dauphin Street, where a machine of any style or make can be bought at from $5 to $10 less than at any other office in the State of Alabama.

THE MOBILE KNITTING CO.—*Manufacturers of Ladies' and Gents' Cotton and Woolen Hosiery and Underwear, 11 Government Street.*

The commencement of any new manufacturing enterprise in Mobile should be noticed with peculiar satisfaction, as indicative of the dawn of a new era of prosperity and progress, and more especially when they convert the natural products of the State into goods which find a ready sale, both at home and abroad. Such an enterprise is the Mobile Knitting Company. The president of this most important enterprise is Dr. H. P. Hirshfeld, a practising physician of our city, who is too well known to require any commendation at our hands. Mr. Isadore Frenkel, likewise well known as an experienced and capable man of business, is the manager. The Factory commenced operations in May, 1883, and at once assumed a high position, both on account of the superior quality of the goods manufactured and the general reputation of those most interested in it. They employ fifty to sixty females in their mill, and turn out monthly 1,000 dozen of hosiery of all grades and varieties. They make a specialty of the seamless half-hose, an article which has found general favor wherever used. Their trade already extends to New Orleans, New York and St. Louis, and, hosiery being their specialty, they are prepared to furnish this class of goods at the most advantageous rates. The establishment of this factory is prestige of a bright future for Mobile, and others will undoubtedly follow, encouraged by its success.

HARRALSON & CO.—*Wholesale Dealers in Tobacco and Cigars, corner St. Francis and Water Streets.*

The wholesale trade in tobacco and cigars has, within a comparatively short time, assumed such vast proportions in Mobile as to place it prominently in the rank of commercial industry and thrift. Before the war this business was scarcely known, excepting as a part of the grocer's line, but since that time its importance has increased to such an extent as to justify its separation into a distinct branch, and now we find several houses that make it a specialty. This separation has its advantages in that men are now professionally educated to the business, and are thereby better qualified to judge as to the quality of the weed, and also as to the wants of customers, and are further enabled to carry stocks in such quantity and variety as to meet all the requirements of the business. A result of this has been to put Mobile far in advance of her rivals in competing for country business. Prominent among the merchants who have largely contributed to bring about this happy result stands the firm of Harralson & Co., the subjects of this sketch. Mr. Harralson, the head of the house, is a native of that portion of North Carolina where tobacco is grown and cured to the highest degree of excellence, and, having had a life experience in connection with the business, is as fully qualified as any man to manage it to the satisfaction of his customers. The firm has done a very satisfactory business, mostly in Alabama, Mississippi and Florida, for the last twelve years, and their trade steadily increases. They carry at all times a full stock in all branches of their business—the choicest brands of tobacco and snuffs, the best of domestic and imported cigars, cigarettes, pipes, pipe stems, &c., in every variety, from the meerschaum to the cheapest of clay or chalk, and from the richest amber tip to the ordinary reed stem; all of which they guarantee to sell as cheaply as equal quality of goods can be had anywhere. They have a large store in which to keep their stock, which they never allow to run low in any department, and they have every other requisite facility for the transaction of business, and keep a corps of traveling salesmen on the road at all times, in addition to their force of clerks in the store to wait upon customers who visit their establishment. The firm stands second to none in business integrity, energy and enterprise.

TONSMEIRE & CRAFT—*Grocers, Importers and Wine Merchants, 75 and 77 Dauphin and 1, 3, 5 St. Emanuel Streets.*

Every city numbers among its business firms one or more who, from the high standing and reputation not only of the firm but of each member, are looked up to and respected, and whose opinion carries more weight than any other on all subjects connected with their line of trade. Such a firm is the one whose title heads this article. Started only eight years ago, by the exercise of all those qualities which constitute the successful merchant they have attained a position seldom reached by those whose existence is thrice their own. Their stock comprises a most complete line of groceries of every description, bought for cash and sold at most reasonable rates. A very large proportion of their stock is of their own importation, and is carefully selected from the best manufacturers. Their stock of wines is unsurpassed for variety and purity in all respects. They occupy two stores, each two stories in height, fronting on Dauphin Street, and also 1, 3 and 5 St. Emanuel Street, from which entrance their deliveries are made, the front of the Dauphin Street building being reserved for the display of their immense and varied stock. In the rear of the building is found a large and complete stock of wooden ware and heavy goods. They employ fifteen capable hands, who receive liberal wages for their services. For their delivery at points within the city they employ four large wagons, and two trucks are needed to carry the immense quantities they sell on country orders, which come from many towns in and near the line of railroad. They are agents for the celebrated wines of Moet & Chandon, and also for Parole & Salter's whiskies. Mr. Tansmeire is a native of Europe, and Mr. Craft of Mobile. Both gentlemen are thoroughly acquainted with the grocery trade, and are of a character and integrity beyond all question, and enjoy and deserve the respect and esteem of all classes with whom they come in contact, either in business or otherwise.

THOMAS JONES—*Wholesale Dealer in Oysters, at Wharf between St. Louis and St. Michael Streets.*

The oyster trade is one of the rapidly growing industries of the "Gulf City," and Mobile oysters have a wide spread reputation. Who that has ever sojourned, however so briefly, within our gates but has heard of the luscious Bon Secours, Heron Bays and Collins Bayous that the retailers serve to customers over their counters? And who that has once tasted them but, like "Little Oliver," would ask for more? All of these "favorite brands" are kept in full stock by Mr. Jones at all times, and the choicest reefers also. In reply to our question, "where does your trade lie?" Mr. Jones answers: "I supply hotels, steamboats, and ship to all parts of the country." Born and raised in Mobile, with fourteen years' experience as the head of his house, and many years of previous experience, he understands the business from keel to topmast, and those wanting anything in his line can rely upon receiving proper treatment. He employs twelve men, and boats going all the while, and he has ample facilities for supplying all who want of him, at lowest rates.

A. & B. MOOG—*Wholesale Grocers and Liquor Dealers, Nos. 1 to 11 South Commerce and 2 to 12 South Front Street.*

One of the first objects to attract the attention of the stranger landing at Dauphin Street wharf is the immense grocery establishment of Messrs. A. & B. Moog, a large three-story building, embracing no less than six stores, extending through from Front to Commerce Street. Here we find a full stock, requiring for storage every available inch of space in their capacious building, and from forty to fifty hands—clerks, bookkeepers, laborers, &c.,—all the time busy in receiving and shipping goods. Some idea may be formed of the immensity of the establishment when we state that their annual business amounts to about $450,000, sales being made mostly to small merchants in the city, to points in Alabama and Florida, including a heavy trade along the shores of Mobile Bay. The members of the firm are European born, came to Mobile in '57, and have devoted a life-time to their present profession. The present firm was formed in '59. Their establishment is one of our most substantial home institutions, of which we have good reason to be proud, and compares favorably with any similar institution in the South or West. They are agents for the celebrated Schlitz Milwaukee Bottled Beer, and Sunny Side Flour, of Evansville, Indiana. Mr. B. Moog is and has been for several years president of the City Railroad Co., which, under his successful management, has become one of our most useful corporations.

MOBILE & SPRINGHILL RAIL ROAD.

An evidence of the push and enterprise of the people of Mobile is shown by the fact that new enterprises are constantly springing up, which, backed by men of energy and push, are already established successes. Among these the Mobile and Springhill Railroad is a notable example. It is making vigorous efforts to bring into notice Springhill, a forest suburb of Mobile, seven miles distant from the city, and which promises at no distant day to become widely known. The railroad runs at an elevation of two hundred feet from the river front, and its charter extends to the State line, and which, when built four miles northward, will be joined with the North-Eastern going to Meridan, Miss., or more probably with the Pacific Railroad to Baton Rouge. It will pass through a well timbered country, and in some localities fine hummock lands. The affairs of the company are in excellent condition, the stock paying good dividends, and being much sought after. The entire rolling stock is of the best make and design, durable as well as handsome—the passenger cars being beautifully finished and fitted up. Of late there has been a considerable amount of freight carried, which is every day increasing. The line proper runs from Commerce Street west via St. Francis Street and Springhill Avenue to Springhill. The officers are Daniel McNeill, President; Charles F. Sheldon, Secretary and Treasurer; F. Ingate, Superintendent. The office of the company is located at 10 St. Francis Street. All the officers are men of ability, standing and enterprise, and in their hands the road will most surely continue a great success.

A. POETZ & CO.—*Importers and Dealers in Watches, Clocks, Diamonds, Jewelry and Spectacles, Silver and Plated Ware, No. 91 Dauphin Street.*

Among the most prominent houses in the city engaged in the jewelry business, the establishment of A. Poetz & Co. is entitled to special mention, not only on account of its elegant appointments, but the admirable taste displayed in the selection of a very comprehensive stock of first-class goods, and every article pertaining to the trade. They carry the choicest line of table ware and tea sets, water sets, fruit stands, cake baskets, jewel cases, goods suitable for bridal and other presents. This house has acquired a reputation that is an assurance to its customers that they could not buy an inferior article here, even if they wanted, no second qualities being tolerated in this establishment. For an elegant assortment of fine imported and American watches of the best make, rings, jewelry, jewels, and especially diamonds, this house has a wide celebrity; while in the countless articles of taste and utility in solid silver, and various articles of virtu, this house presents advantages to the buyer that can hardly be duplicated in the South. It is but simple justice to say, in concluding this brief sketch, that no establishment in the city is regarded as more reliable, and none have acquired so enviable a reputation in the satisfactory execution of all orders entrusted to them. The closest attention is paid to all classes of customers.

HOPKINS, McLESTER & CO.—*Cotton Factors, 22 North Commerce Street.*

Among the many houses engaged in the sale of our leading staple, none stand higher in commercial circles than that whose name heads this notice. The house was established over forty years ago by Messrs. McDowell, Withers & Co., who were succeeded by Charles Hopkins & Co., and the latter by the present firm. Through all this long period, and through the several mutations, the house has always enjoyed the full confidence not only of the business community at large, but also that of a long list of patrons, who have continuously made them consignments, and received satisfactory accounts of sales. The partners have made a life profession of the cotton business, and hence are perfectly familiar with all its intricate details. They are men of upright business principles, amd are assisted by four experienced and competent clerks. The firm is doing a large and prosperous business, receiving consignments mostly from Alabama and Mississippi, and having large capital and ample facilities is prepared to extend to customers the usual cash advances upon consignments, etc. The members of the firm are live merchants, and their prospects for the future, judging by the past, are bright. They deserve every credit for the ability and enterprise which they have shown in building their business to its present high standard.

JAS. W. DANIELL & CO.—*The Famous School Books, Stationery, Toys and General Variety Goods, 114 and 116 Dauphin Street.*

There is no establishment in Mobile more widely known than that of Jas. W. Daniell & Co. It is a household word, and is associated by the little folks with Kris-Krinkle and Santa Claus. The toys, wares and fancy articles in which this firm deals have made many a bright eye grow brighter and filled countless homes with a wealth of sunshine. This great store is filled with the products of the most fertile imagination and inventive genius of the world—including a full line of imported and domestic goods, a variety of dolls, vases, albums, plated ware, brackets, picture frames, chromos, hammocks, children's carriages, croquet, base balls; notions and fancy goods of every description are always kept on hand to suit the trade. In addition to the above they embrace everything usually kept in a paper and stationery store, and the entire establishment is in keeping with the trade of any city in the South. The building is a three-story brick, adapted in every way to the business; and the trade is a flourishing one, extending throughout the city and surrounding country. In the whole range of toys, fancy goods, notions and sundries, it would be difficult to name an article not procurable at the house of Jas. W. Daniell & Co. Their store is a bright and attractive one; the prices are very reasonable, while the character of their goods is first-class, and just what they are represented to be. Customers are served with the utmost courtesy and attention, and visitors are always welcome.

JULIUS GOLDSTEIN—*Watchmaker and Jeweler, 32 Dauphin Street.*

Mr. Goldstein has a large stock of foreign and American watches, together with a rich assortment of artistic jewelry of the latest designs, solid silver and plated ware, and in fact every article for use or ornament that pertains to first-class establishments of this description. From this elegant stock may be chosen at any time beautiful and appropriate wedding, birthday and holiday gifts. Special attention is devoted to engraving, cleaning and repairing of fine watches. A stock ample in all its details is carried, and the trade confined principally to the city. Mr. Goldstein was born in Mobile and has been in the business three years, and his salesroom is tastefully fitted up with show cases and all the appurtenances of a first-class establishment. The repairing department is managed by thorough mechanics for the repair of fine watches, clocks, and setting of precious stones. Mr. Goldstein having achieved a reputation for general excellence, superior workmanship and moderate prices, his establishment has become a favorite one and is entitled to the consideration of our interested readers. The country merchants visiting Mobile will find it to their interest to call and examine his stock before they purchase anything in jewelry, watches, presents, etc. He will also give strict attention to all mail orders.

CAVANAGH, BARNEY & BROWN—*Importers and Dealers in Foreign and Domestic Hardware, Nos. 10, 12, 14 and 16 North Commerce Street.*

One of the first objects to attract the attention of a stranger when he lands at the wharves from a steamer to Mobile is the immense hardware establishment of Messrs. Cavanagh, Barney & Brown. This establishment is not only one of the oldest in its line, but it is also one of the most extensive in the country. It was organized as long ago as 1830, by the Messrs. Barney Brothers, who were succeeded by Scranton, Barney & Co., and at the death of Mr. Scranton two or three years ago the style of the firm was changed to its present form. In all this long period it has enjoyed an uninterrupted career of prosperity and preserved an untarnished reputation, having at all times been regarded as one of the most solid houses in the country, standing A 1 in the mercantile agency's classification. This leaves very little unsaid as to the entire reliability of the house, inasmuch as it is a safe assertion that no establishment in any branch of business could have lived and flourished so long except by upright and fair dealing, and by manifesting at all times a liberal spirit toward its patrons. Their stock of general hardware, cutlery, iron, nails, agricultural implements of every description, saw mills, steam engines, sugar mills, turpentine tools, tanners' tools, shot guns, hollow ware, etc., is the largest and best-selected in the country, and their price-list for these will be found to compare favorably with that from any other house in the land. The individual members of the firm, Messrs. John Cavanagh, Wm. H. Barney, Thos. P. Brown and A. F. Taliaferro, are all gentlemen of refinement and culture, well experienced in the business and thoroughly posted in all its details. Mr. Cavanagh is a native of Ireland, having resided in Mobile for many years, twenty of which he has passed in this establishment; Mr. Barney is a native Mobilian, and son of one of the founders of the house, and was raised to the business in which he is at present engaged; Mr. Brown came from Vermont when a lad, and received his first lessons in hardware over thirty years ago in the then large establishment of O. Mazange & Co., and Mr. Taliaferro is a Virginian, who has spent a part of his boyhood and all of his manhood in the house of which he is now a member. They have an annual average trade exceeding half a million dollars, extending all over the States of Alabama, Mississippi and

Florida, and into Tennessee and Georgia, employing no less than twenty-five hands, including a full corps of travelling salesmen, to handle their large business in its various deparments. They occupy four large stores, of three floors each, for storing and displaying their stock, which is most systematically arranged, and their establishment bears at all times an appearance of activity and thrift. Parties who are in need of anything in their widely extended line can find it at Cavanagh, Barney & Brown's at prices as low as can be afforded, and in quality to suit the most varied taste.

C. H. HALL—*Wholesale Dealer and Commission Merchant, 17 North Royal Street.*

This gentleman does a large business, not only in foreign and domestic fruits, but in country produce, thus combining two profitable and lucrative branches of trade. He receives consignments of the latter from all parts of Alabama and Mississippi, his reliability as a prudent and reliable merchant being established wherever he is known. From his extensive business knowledge and capacity the best profits are always realized on his goods, and although established only three years, by steady application and attention he has built up a nice and steadily growing trade, which will undoubtedly one day attain very large proportions. Mr. Hall has resided in Mobile since 1839, and during all the vicissitudes of war and finance through which she has passed has continued true to the city of his adoption, and now, when the tide of prosperity is once more setting Southward, he, with others, will no doubt reap substantial benefits from it. Mr. Hall is in every respect a man to whom to entrust business; he is reliable, energetic, and all matters placed in his hands will receive prompt attention.

SCHUMACHER & CO.—*Carriage Factory, 309 and 311 Dauphin Street.*

Prominent among the establishments engaged in this important branch of industry, that of Schumacher & Co., located at 309 Dauphin Street, has acquired a richly-merited popularity throughout the State for the superior qualities of vehicles turned out, and their uniform reliability. Only the finest material is used, and the best class of workmen employed. This house manufactures every variety of carriages. Time, the prover of all things, gives abundant proof of this assertion, and to be more fully convinced requires only a visit to this extensive establishment. They carry a stock of well selected goods, and build to order any style, pattern or kind that may be requested. They have a wide celebrity for strength, elegance and all the necessary adjuncts that go to make up the perfect carriage. The trade of this firm is large, principally in in the city, but many orders are received and filled for other localities. It is unnecessary to add a word in reference to the excellent business status this house has acquired, for many years of continued and advancing prosperity are complimentary facts which need no comment.

JAMES McPHILLIPS—*Wines and Liquors, Corner Dauphin and Commerce Streets.*

Mobile may well feel a just pride in the number and standing of her grocery houses, who, although temporarily disabled by the crushing effects of the war, have nevertheless bravely sustained their standing and reputation, and by their prestige give additional impetus to the trade of the city. About six years ago Mr. McPhillips succeeded Mr. O'Reilly in the present business, and by his industry and skillful management has built up a trade which reaches over the entire Southern States, and is rapidly increasing. His establishment comprises two large stores, containing an ample stock of the finest groceries, wines, liquors and cigars, all selected and approved by Mr. McPhillips himself. He employs fifteen efficient and able hands in conducting his business. He is also agent for the very best brands of whiskies and champagnes. On account of the favorable position of his establishment, Mr. McPhillips must always command a leading share of the trade of Mobile, and also of the surrounding country. His stock, in all respects, is equal to any, and a call at his establishment will be to the advantage of all who may desire his line of groceries, etc.

SAMUEL C. MULDON—*Life, Fire and Marine Insurance Agent, No. 31 St. Michael Street.*

In a statistical history of Mobile and its business enterprises, we find some individuals in so varied a line of business that it is impossible to give minutely the different interests, and still such men have become land-marks in the city, and this is the case with S. C. Muldon. Representing the Home Insurance of New York, Imperial Insurance Co. of London, The Northern Assurance Company of London, and an adjuster of insurance in general, United States Commissioner, and commissioner for deeds in the various States, notary public and marine notary, and occupying many offices of trust and honor throughout the city and State, ranks him among the most prominent men of the city, and fully entitled to prominent mention in a work setting forth the industries that make Mobile what she is to-day—the most important city of the State. This is due not only to the magnitude and extent of her commerce and manufacturing interests, but to the ability of and confidence enjoyed in our public men.

JOHN LANG & CO.—*Foundry and Machine Shop, 85 and 87 South Royal St.*

Of the many establishments in Mobile, none deserves more attention than the foundry and machine shop of John Lang & Co. This establishment has been in existence for many years, and during that period has always maintained the reputation of one of the best foundries in the State or South. They undertake and perform satisfactorily all contracts, from the smallest to the largest of any description. At the same time they instantly adopt all improvements, thus keeping abreast of the times. They manufacture iron railings, cemetery fences, and also do a large blacksmithing trade, as well as repairing and overhauling bank safes. All work comes under the direct supervision of the proprietors, and receives their approval before being sent out from the establishment. The members of the firm are John Lang and Otto Heming, both gentlemen of wide and established reputation. In conclusion, we must state that among all the numerous and reliable houses of Mobile, none stands higher in any respect than this firm.

JOSEPH W. HICKEY—*Merchandise Broker, 23 St. Michael Street.*

In every business community there are a few houses which require more than a mere mention, both by the reason of their prominence and the standing of the member or members of the firm. Mr. Hickey, whose name heads this article, is undoubtedly one of the most prominent business men in Mobile. He deals in all kinds of groceries, but his specialty, and the one by which he is the best known, is coffee. In handling this article he is undoubtedly the largest merchant in Mobile, and one of the most reliable and prompt men to be found anywhere. He supplies the country and city with wholesale groceries, and his trade extends as far as St. Louis, Chicago and the North. His long and varied experience in this business renders him admirably adapted to manage the large and growing trade which he now controls. He is a native of Mobile, and has lived here all his life, and consequently has her interests and development at heart. In conclusion, we would state that no one in Mobile stands higher or is more generally respected than he.

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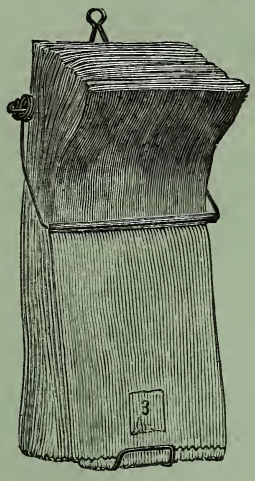

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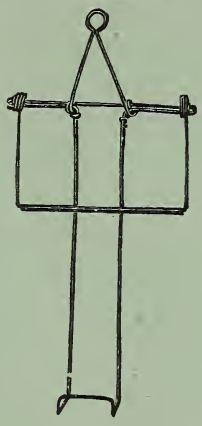

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A three-story building at the corner of Conti and Water Streets is occupied by Mr. Locke, also the warehouse at No. 127 North Royal Street, where is stored the surplus stock required for the extended trade of the house. He carries a complete assortment of paper bags, cotton flour sacks, staple stationery, blank books, twines, cards and envelopes, also the Eureka Paper Bag Holder, which is manufactured and controlled by him. It is considered the only practical bag holder on the market, and territory is for sale to parties desiring an agency. All kinds of job printing are done at this establishment, especially the printing of paper bags and wrapping paper, which is acknowledged to be one of the best and cheapest methods of advertising.

Mr. Locke is a native of Boston, Mass., and his association with the business since boyhood has given him a thorough familiarity with all the details of the trade. He owns his store and considers Mobile his home, and has become identified with the growth, development and business interests of the Gulf City.

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